
State:	Pennsylvania	Filing Company:	CMFG Life Insurance Company
TOI/Sub-TOI:	LTC03I Individual Long Term Care/LTC03I.001 Qualified		
Product Name:	2006 LTC Product		
Project Name/Number:	2021 LTC Rate Increase/		

Filing at a Glance

Company:	CMFG Life Insurance Company
Product Name:	2006 LTC Product
State:	Pennsylvania
TOI:	LTC03I Individual Long Term Care
Sub-TOI:	LTC03I.001 Qualified
Filing Type:	Rate - Other (Not M.U. or G.I. Product)
Date Submitted:	09/09/2021
SERFF Tr Num:	CUNA-132966569
SERFF Status:	Assigned
State Tr Num:	CUNA-132966569
State Status:	Received Review in Progress
Co Tr Num:	2006-LTC-COMP(PA)
Effective	On Approval
Date Requested:	
Author(s):	Kathy Strauser, Beverly Lochner, Kim Mahaffey, Hanna Holzer, Evan Pollock, Dan Nitz, Peter Schelble, Valen Piotrowski, Abby Churchill
Reviewer(s):	Jim Laverty (primary)
Disposition Date:	
Disposition Status:	
Effective Date:	

State Filing Description:

Proposed aggregate 29.96% increase (14% increase first year and an additional 14% rate increase 1 year later) on 862 PA policyholders of CMFG Life form 2006-LTC-COMP(PA).

State: Pennsylvania **Filing Company:** CMFG Life Insurance Company
TOI/Sub-TOI: LTC03I Individual Long Term Care/LTC03I.001 Qualified
Product Name: 2006 LTC Product
Project Name/Number: 2021 LTC Rate Increase/

General Information

Project Name: 2021 LTC Rate Increase
Project Number:
Requested Filing Mode: Review & Approval
Explanation for Combination/Other:
Submission Type: New Submission
Overall Rate Impact: 29.96%

Status of Filing in Domicile:
Date Approved in Domicile:
Domicile Status Comments:
Market Type: Individual
Individual Market Type:
Filing Status Changed: 09/10/2021
State Status Changed: 09/10/2021
Created By: Hanna Holzer
Corresponding Filing Tracking Number:
State TOI: LTC03I Individual Long Term Care

Deemer Date:
Submitted By: Hanna Holzer

Filing Description:

The purpose of this filing is to request a rate increase on our Long Term Care insurance policy form 2006-LTC-COMP(PA) and associated riders, which were approved by the Department on March 8, 2007.

The Company is requesting a cumulative rate increase of 29.96%, with a 14% increase to be implemented in the first year and an additional 14% increase to be implemented 1 year later.

CMFG Life is seeking rate increases on its Long Term Care Insurance (LTC) products because current estimates of lifetime loss ratios are in excess of expected. This rate filing is not intended to be used for other purposes.

CMFG Life has requested or intends to request a 100-150% rate increase in all states and the District of Columbia. In states where the entire increase is not acceptable all at one time, an additional rate increase will be requested in successive years.

Once state approval is received, action will be taken to implement the rate increase in a timely manner. We will offer affected policyowners some alternative options to reduce their benefits in order to possibly maintain their current premium levels. We are also offering coverage under the contingent benefit upon lapse option to any policyholder whose policy lapses within 120 days of the rate increase effective date, regardless of the attained age of the policyholder and cumulative percentage of rate increases that have been applied to the policy.

Attached to the Supporting Documentation tab is the actuarial memorandum with corresponding appendices to support this request. New rate tables for this form are attached to the Rate/Rule Schedule tab with a cumulative 29.96% increase applied.

CMFG Life no longer markets Long Term Care insurance in any state.

Please find attached our policyholder communication regarding the rate increase. The first document, titled "02 06 2020-0401 STD," provides information about the rate increase. The second document, titled "2019-LTC-CHANGE (bracketed)," accompanies the first document and provides detailed information about benefit change options specific to each policyholder. Additionally, there are two Explanation of Variables that describe each of the respective document's variable information.

Thank you for your attention to this submission.

Company and Contact

Filing Contact Information

State: Pennsylvania **Filing Company:** CMFG Life Insurance Company
TOI/Sub-TOI: LTC03I Individual Long Term Care/LTC03I.001 Qualified
Product Name: 2006 LTC Product
Project Name/Number: 2021 LTC Rate Increase/

Abby Churchill, Product Management abby.churchill@cunamutual.com
Consultant
5910 Mineral Point Road 800-356-2644 [Phone] 665-7543 [Ext]
Madison, WI 53705

Filing Company Information

CMFG Life Insurance Company	CoCode: 62626	State of Domicile: Iowa
2000 Heritage Way	Group Code: 306	Company Type:
Waverly, IA 50677	Group Name:	State ID Number: L0357
(319) 352-4090 ext. [Phone]	FEIN Number: 39-0230590	

State:	Pennsylvania	Filing Company:	CMFG Life Insurance Company
TOI/Sub-TOI:	LTC03I Individual Long Term Care/LTC03I.001 Qualified		
Product Name:	2006 LTC Product		
Project Name/Number:	2021 LTC Rate Increase/		

Filing Fees

State Fees

Fee Required?	No
---------------	----

Retaliatory? No

Fee Explanation:

State:	Pennsylvania	Filing Company:	CMFG Life Insurance Company
TOI/Sub-TOI:	LTC03I Individual Long Term Care/LTC03I.001 Qualified		
Product Name:	2006 LTC Product		
Project Name/Number:	2021 LTC Rate Increase/		

Rate Information

Rate data applies to filing.

Filing Method:	Review & Approval
Rate Change Type:	Increase
Overall Percentage of Last Rate Revision:	20.000%
Effective Date of Last Rate Revision:	09/01/2021
Filing Method of Last Filing:	Review & Approval
SERFF Tracking Number of Last Filing:	CUNA-131998072

Company Rate Information

Company Name:	Overall % Indicated Change:	Overall % Rate Impact:	Written Premium Change for this Program:	Number of Policy Holders Affected for this Program:	Written Premium for this Program:	Maximum % Change (where req'd):	Minimum % Change (where req'd):
CMFG Life Insurance Company	29.960%	29.960%	\$518,530	862	\$1,730,740	29.960%	29.960%

State:	Pennsylvania	Filing Company:	CMFG Life Insurance Company
TOI/Sub-TOI:	LTC03I Individual Long Term Care/LTC03I.001 Qualified		
Product Name:	2006 LTC Product		
Project Name/Number:	2021 LTC Rate Increase/		

Rate/Rule Schedule

Item No.	Schedule Item Status	Document Name	Affected Form Numbers (Separated with commas)	Rate Action	Rate Action Information	Attachments
1		Rate Tables	2006-LTC-COMP(PA)	New		PA LTC 2006 New Rates 15+15+10+10+20+14+14.pdf,

**CMFG Life Insurance Company - Long Term Care
Base Policy Form 2006-LTC-COMP(PA)**

Basic Annual Premiums per \$100 Max. Monthly Facility Benefit

90-Day Elimination Period

Single, Standard

0% Home Care

<u>Issue Age</u>	<u>1yr</u>	<u>2yr</u>	<u>3yr</u>	<u>4yr</u>	<u>5yr</u>	<u>Life</u>
18-29	\$5.99	\$9.48	\$11.98	\$13.98	\$15.97	\$24.96
30-34	7.49	11.98	15.22	17.72	20.46	31.94
35-39	9.48	14.97	18.97	22.21	25.21	39.68
40-44	11.73	18.47	23.46	27.45	31.44	49.16
45	13.48	21.71	27.20	31.94	36.44	57.40
46	14.22	22.71	28.45	33.44	38.18	59.89
47	14.72	23.71	29.70	34.94	39.93	62.64
48	15.22	24.46	30.70	35.94	41.18	64.64
49	15.72	24.96	31.44	36.69	42.18	64.89
50	15.97	25.45	31.94	37.68	42.92	67.38
51	16.22	25.95	32.69	38.43	43.92	69.88
52	16.72	26.95	33.69	39.68	45.42	72.37
53	17.47	27.70	34.94	41.18	46.92	74.87
54	17.97	28.95	36.19	42.42	48.66	77.36
55	18.72	29.95	37.68	44.92	50.66	79.86
56	19.72	31.44	39.93	47.42	52.41	82.35
57	20.71	33.19	42.42	49.91	54.90	87.35
58	21.96	34.94	44.92	52.41	59.89	92.34
59	23.46	37.43	47.42	54.90	62.39	99.82
60	24.96	39.93	49.91	59.89	67.38	104.81
61	27.45	42.42	54.90	62.39	72.37	112.30
62	29.95	47.42	57.40	67.38	77.36	122.28
63	32.44	49.91	62.39	74.87	84.85	132.27
64	34.94	54.90	67.38	79.86	92.34	142.25
65	37.43	59.89	74.87	87.35	99.82	154.73
66	39.93	64.89	79.86	94.83	107.31	169.70
67	44.92	69.88	89.84	104.81	119.79	187.17
68	49.91	79.86	99.82	117.29	132.27	209.63
69	54.90	87.35	109.81	129.77	147.24	232.09
70	59.89	97.33	122.28	142.25	164.71	257.05
71	67.38	107.31	137.26	159.72	182.18	286.99
72	74.87	122.28	152.23	179.68	204.64	321.93
73	84.85	137.26	172.20	202.14	232.09	361.86
74	97.33	154.73	194.66	227.10	259.54	409.28
75	109.81	172.20	217.12	257.05	291.98	459.19
76	122.28	194.66	244.57	286.99	326.92	511.59
77	134.76	214.62	269.52	316.94	361.86	566.50
78	147.24	234.58	296.97	346.89	396.80	623.90
79	162.21	257.05	324.43	381.82	434.23	683.79
80	177.19	282.00	354.37	414.27	474.16	743.68
81	192.16	304.46	384.32	451.70	516.59	808.57
82	207.13	331.91	416.76	489.13	559.01	875.95
83	224.60	359.36	451.70	531.56	608.92	953.31
84	244.57	389.31	489.13	573.98	656.34	1030.68
85	262.04	419.26	526.57	616.41	706.25	1108.04
86	279.51	446.71	564.00	661.33	756.16	1185.40
87	299.47	476.66	598.94	703.75	803.58	1262.76
88	316.94	504.11	636.37	746.18	853.49	1340.13
89	334.41	534.05	673.81	788.60	903.40	1417.49
90	351.88	564.00	708.75	833.52	953.31	1492.36

Limited Pay Option and Nonforfeiture Rider
Rates shown as Multipliers

<u>Issue Age</u>	<u>PAY TO AGE 65 OR 10 YEARS OPTION</u>	<u>NON-FORFEITURE RIDER</u>
18-29	1.71	1.08
30-34	1.72	1.09
35-39	1.75	1.10
40-44	1.84	1.11
45	1.93	1.12
46	1.97	1.12
47	2.02	1.12
48	2.08	1.12
49	2.15	1.12
50	2.22	1.12
51	2.30	1.12
52	2.39	1.12
53	2.49	1.12
54	2.59	1.13
55	2.70	1.13
56	2.64	1.13
57	2.58	1.14
58	2.52	1.14
59	2.46	1.14
60	2.40	1.14
61	2.34	1.14
62	2.28	1.14
63	2.21	1.13
64	2.14	1.13
65	2.07	1.13
66	2.01	1.13
67	1.94	1.13
68	1.88	1.13
69	1.82	1.13
70	1.76	1.13
71	1.70	1.13
72	1.65	1.13
73	1.60	1.13
74	1.56	1.13
75	1.52	1.13
76	1.48	1.12
77	1.44	1.12
78	1.41	1.12
79	1.37	1.12
80	1.34	1.12
81	1.30	1.12
82	1.27	1.12
83	1.24	1.12
84	1.22	1.12
85	1.20	1.12
86	1.18	1.12
87	1.16	1.12
88	1.14	1.12
89	1.12	1.12
90	1.10	1.12

Inflation Protection Riders
Rates shown as Multipliers

<u>Issue Age</u>	<u>5% Simple</u>	<u>5% Compound</u>
18-29	1.86	3.96
30-34	1.83	3.65
35-39	1.82	3.36
40-44	1.78	3.01
45	1.73	2.78
46	1.71	2.72
47	1.70	2.66
48	1.69	2.63
49	1.68	2.62
50	1.68	2.61
51	1.68	2.59
52	1.68	2.57
53	1.68	2.54
54	1.68	2.51
55	1.68	2.48
56	1.67	2.44
57	1.67	2.39
58	1.65	2.34
59	1.64	2.29
60	1.63	2.24
61	1.61	2.18
62	1.59	2.13
63	1.58	2.08
64	1.57	2.05
65	1.56	2.01
66	1.54	1.96
67	1.52	1.92
68	1.51	1.87
69	1.49	1.83
70	1.47	1.79
71	1.46	1.75
72	1.44	1.71
73	1.43	1.68
74	1.41	1.64
75	1.40	1.61
76	1.39	1.58
77	1.38	1.56
78	1.37	1.55
79	1.37	1.54
80	1.37	1.53
81	1.36	1.52
82	1.36	1.51
83	1.36	1.49
84	1.36	1.48
85	1.35	1.47
86	1.35	1.46
87	1.35	1.45
88	1.35	1.45
89	1.35	1.44
90	1.35	1.44

**Elimination Period and Home Care Factors
Discounts and Premium Mode Factors**

<u>Elimination Period Factors</u>		<u>Home Care Factors</u>	
30 day	1.20		
60 day	1.08	50%	1.05
90 day	1.00	75%	1.10
100 day	0.98	100%	1.14
180 day	0.89	150%	1.20
		200%	1.27

Discounts for Married and Preferred			
	<u>Standard</u>	<u>Preferred</u>	<u>Healthy Lifestyle</u>
Single	0%	10%	15%
M - One Buying	15%	25%	30%
Couple	35%	45%	50%

<u>Modal Premium Factors</u>	
Annual	1.000
Semi-annual	0.520
Quarterly - Dir	0.270
Quarterly - ACH	0.235
Monthly - ACH	0.090

State:	Pennsylvania	Filing Company:	CMFG Life Insurance Company
TOI/Sub-TOI:	LTC03I Individual Long Term Care/LTC03I.001 Qualified		
Product Name:	2006 LTC Product		
Project Name/Number:	2021 LTC Rate Increase/		

Supporting Document Schedules

Bypassed - Item:	Transmittal Letter (A&H)
Bypass Reason:	Please see the "General Information" tab of this filing for the filing description. This information can be provided in a letter if requested.
Attachment(s):	
Item Status:	
Status Date:	

Bypassed - Item:	Actuarial Certification (A&H)
Bypass Reason:	N/A - Not filing new forms
Attachment(s):	
Item Status:	
Status Date:	

Satisfied - Item:	Actuarial Memorandum and Explanatory Information (A&H)
Comments:	
Attachment(s):	PA Act Memo - 2006.pdf PA Rate Basis Appendices - 2006.pdf PA Rate Basis Appendices - 2006.xlsx
Item Status:	
Status Date:	

Bypassed - Item:	Advertisements (A&H)
Bypass Reason:	N/A
Attachment(s):	
Item Status:	
Status Date:	

Satisfied - Item:	Authorization to File (A&H)
Comments:	
Attachment(s):	2021 Authorization letter for Milliman 8.12.2021.pdf
Item Status:	
Status Date:	

Bypassed - Item:	Insert Page Explanation (A&H)
Bypass Reason:	N/A
Attachment(s):	

State:	Pennsylvania	Filing Company:	CMFG Life Insurance Company
TOI/Sub-TOI:	LTC03I Individual Long Term Care/LTC03I.001 Qualified		
Product Name:	2006 LTC Product		
Project Name/Number:	2021 LTC Rate Increase/		

Item Status:	
Status Date:	
Bypassed - Item:	Rate Table (A&H)
Bypass Reason:	N/A - Not filing new forms
Attachment(s):	
Item Status:	
Status Date:	
Bypassed - Item:	Replacement Form with Highlighted Changes (A&H)
Bypass Reason:	N/A
Attachment(s):	
Item Status:	
Status Date:	
Bypassed - Item:	Advertisement Compliance Certification
Bypass Reason:	N/A
Attachment(s):	
Item Status:	
Status Date:	
Bypassed - Item:	Reserve Calculation (A&H)
Bypass Reason:	Please see Actuarial Memorandum and other Supporting Documentation.
Attachment(s):	
Item Status:	
Status Date:	
Bypassed - Item:	Variability Explanation (A&H)
Bypass Reason:	N/A
Attachment(s):	
Item Status:	
Status Date:	
Satisfied - Item:	Supplemental Memorandum
Comments:	
Attachment(s):	Assumptions Details Descriptions 123120.pdf
Item Status:	
Status Date:	

State:	Pennsylvania	Filing Company:	CMFG Life Insurance Company
TOI/Sub-TOI:	LTC03I Individual Long Term Care/LTC03I.001 Qualified		
Product Name:	2006 LTC Product		
Project Name/Number:	2021 LTC Rate Increase/		

Satisfied - Item:	Supplemental Exhibits
Comments:	
Attachment(s):	Claim Reserve Retro Test - Dec 2020 Data.pdf DOB Exhibit.pdf Inforce as of 12-31-2020.pdf Lapse Analysis Details (Dec 2020).pdf Model Formulas 123120.pdf Morbidity Analysis Details (Dec 2020).pdf Mortality Analysis Details (Dec 2020).pdf Total Persistency Comparisons (App D) (Dec 2020).pdf
Item Status:	
Status Date:	

Satisfied - Item:	Policyholder Communication
Comments:	
Attachment(s):	02 06 2020-0401 STD.pdf 02 06 2020-0401 EOVS STD.pdf 2019-LTC-CHANGE (bracketed).pdf 2019-LTC-CHANGE-EOV.pdf
Item Status:	
Status Date:	

SERFF Tracking #:	CUNA-132966569	State Tracking #:	CUNA-132966569	Company Tracking #:	2006-LTC-COMP(PA)
<hr/>					
State:	Pennsylvania			Filing Company:	CMFG Life Insurance Company
TOI/Sub-TOI:	LTC03I Individual Long Term Care/LTC03I.001 Qualified				
Product Name:	2006 LTC Product				
Project Name/Number:	2021 LTC Rate Increase/				

Attachment PA Rate Basis Appendices - 2006.xlsx is not a PDF document and cannot be reproduced here.

September 9, 2021

**Actuarial Memorandum Supporting Rate Revision for
CMFG Life Insurance Company
Individual Long-Term Care Insurance Plan
2006 Product
(Page 1 of 5)**

1. SCOPE AND PURPOSE

The purpose of this memorandum is to provide actuarial information supporting a rate revision to premiums for CMFG Life Insurance Company's (the Company) individual long-term care product form series 2006-LTC-COMP and associated riders. This product is referred to as the 2006 Product. (Some riders may not be available in all states.)

This product was sold nationwide from 2006 to 2010 and is no longer being marketed in any state.

The Company is requesting a 29.96% rate increase, consisting of an initial 14% rate increase followed by an additional 14% increase one year later. The rate increase is necessary because the current estimate of the nationwide lifetime loss ratio is in excess of expected. This rate filing is not intended to be used for other purposes.

The body of this actuarial memorandum was written to apply to all states where this product was issued. Any reference to information that is specific to a particular state is included in Appendix A.

Please refer to Section 27 for a description of the information contained in each Appendix.

2. DESCRIPTION OF BENEFITS

This product provides comprehensive long-term care coverage on an expense reimbursement basis up to policy limits. A benefit period, elimination period, monthly benefit, home health care percentage and inflation protection option were selected at issue. Several additional optional benefits were available such as nonforfeiture benefits, expanded spousal benefits and limited premium payment options. The benefit eligibility criteria are based on the insured's loss of the ability to perform Activities of Daily Living (ADLs) or having a severe cognitive impairment. The available benefit choices can be found in the rate tables that accompany this filing. A complete description of the benefit provisions and conditions for eligibility is contained in the policy form and riders on file with the state.

3. RENEWABILITY CLAUSE

This product is a Guaranteed Renewable, Individual Long Term Care policy.

4. MARKETING METHOD

This product was marketed to individuals by licensed agents. This product is not currently being marketed.

5. UNDERWRITING

All policies subject to this rate revision were subject to full medical underwriting in accordance with Company standards in place at the time of issue. Those underwriting standards were taken into consideration when projecting future experience.

6. APPLICABILITY

The revised rates will be applicable to the product described in Section 1.

7. MORBIDITY

The morbidity assumptions are based on a combination of the Company's historical claim experience from 2006 through December 31, 2020, the Milliman 2017 *Long Term Care Guidelines (Guidelines)*, and judgment. The *Guidelines* reflect 800,000 claims representing nearly \$50 billion of incurred claims and 49 million life years of exposure and the experience and judgment of Milliman actuaries. The morbidity assumptions reflect the Company's current best estimate of future morbidity, plus a 10% load to future claims for moderately adverse experience. The assumptions do not include any adverse selection resulting from the rate increase.

8. MORTALITY

Mortality assumptions are based on Company experience from 2006 through December 31, 2020 and judgment. The best estimate mortality assumption is the Annuity 2000 Mortality Table on a sex distinct basis, projected forward with mortality improvement to 2030. Mortality improvement was based on 100% of Scale G for males and 50% of Scale G for females. The ultimate mortality table in 2030 was smoothed slightly to maintain a reasonable relationship of mortality rates between males and females. Mortality selection factors are also applied, starting at 0.15 in duration 1 and grading up to 0.85 in duration 19.

9. PERSISTENCY

Voluntary lapse assumptions are based on Company experience from 2006 through December 31, 2020 and judgment. Lapse rates are combined with mortality rates to derive the total termination rate. We assumed all remaining policies would terminate at attained age 120. The lapse assumptions represent the best estimate expectations of future experience and do not include any provisions for adverse experience. Lapse rates are shown below and vary by premium payment option and policy duration.

<u>Policy Duration</u>	<u>Premium Payment Option:</u>	
	<u>Limited Pay</u>	<u>Lifetime Pay</u>
1	2.0%	6.0%
2	2.0	4.0
3	2.0	3.0
4	1.0	2.0
5	1.0	2.0
6	1.0	1.5
7	0.0	1.5
8	0.0	1.5
9	0.0	2.0
10+	0.0	2.0

Appendix D contains a comparison of the actual total termination rates to both the original pricing assumptions and current assumptions.

10. EXPENSES

Expenses are not being projected. It is assumed that the originally filed expense assumptions are appropriate.

11. PREMIUM CLASSES

The rate revision will be applied as a consistent percentage to all premium classes.

12. ISSUE AGE RANGE

This product was available for issue ages 18 to 90. Premiums are based on issue age.

13. AREA FACTORS

The Company did not use area factors within the state in the premium scale for this product.

14. AVERAGE ANNUAL PREMIUM

The average annual premium for this product, both prior to the impact of the requested rate increase(s) and after, is indicated in Appendix A to this memorandum.

15. MODAL PREMIUM FACTORS

The modal premium factors will remain unchanged from the current factors.

16. CLAIM LIABILITY AND RESERVE

Claim reserves were calculated using appropriate actuarial methods for IBNR and for open claims on a disabled life basis. The claim reserves were discounted to the date of incurral for each claim and have been included in the historical incurred claims.

17. ACTIVE LIFE RESERVES

We have provided supporting evidence for the justification of the proposed increase based on the relationship of incurred claims divided by earned premium compared to the minimum loss ratio. Incurred claims are calculated without the impact of the change in active life reserves.

18. TREND ASSUMPTION

Benefits payable are equal to or less than the daily benefit limit. We have not included any medical trend in the projections.

19. MAXIMUM ALLOWABLE RATE INCREASE

The maximum allowable rate increase is shown in Appendix A. Appendix A shows the maximum allowable increase based on a 58% loss ratio on the initial premium and an 85% loss ratio on the increased premium. While these policies are not subject to the minimum loss ratio regulation, for reference, the maximum allowable increase based on a minimum loss ratio is also shown. The requested rate increase is less than the maximum allowed increase under either approach.

20. DISTRIBUTION OF BUSINESS

The historical experience reflects the actual distribution of policies during the experience period. The projected future experience is based on a seriatim projection of the current inforce policies.

21. EXPERIENCE – PAST AND FUTURE

The historical and projected experience, both with and without the requested rate increase(s), is contained in Appendices B and C. The premium in Appendix B is shown on this state's rate basis (applying the level of this state's rate increase(s) to every state).

22. LIFETIME LOSS RATIO

The development of the anticipated nationwide lifetime loss ratio, both without a rate increase and with the requested rate increase(s), is shown in Appendix B. An annual interest rate of 4.00% was used to calculate the lifetime loss ratio in the supporting appendices and was determined based on a weighted average of statutory valuation rates by policies sold by issue year. The initial rate increase of 14% is assumed effective September 1, 2022. The second rate increase of 14% is assumed effective September 1, 2023.

23. HISTORY OF RATE ADJUSTMENTS

Please refer to Appendix A for the history of any rate adjustments that have been approved in this state.

24. NUMBER OF POLICYHOLDERS

Please refer to Appendix A for the current number of policyholders as of December 31, 2020 in this state.

25. PROPOSED EFFECTIVE DATE

This rate will be implemented as soon as possible after approval has been granted as allowed based on regulation. For policies still inside a rate guarantee period, the rate increase will become effective after the rate guarantee period has expired.

26. RELATIONSHIP OF RENEWAL PREMIUM TO NEW BUSINESS PREMIUM

The Company is no longer selling any new proprietary long-term care products. Therefore, the comparison of renewal premium rates after the rate increases to the Company's current new business premium rate schedule is not applicable.

27. SUMMARY OF APPENDICES

Appendix A contains information that is specific to the state in which this filing is made, such as the average annual premium, the number of policyholders inforce, etc.

Appendix B contains historical and projected nationwide experience for all policies issued under this product. The appendix also includes the projected lifetime loss ratios both without and with the proposed increase.

Appendix C contains the historical and projected experience of only the policies issued in the state.

Appendix D contains a comparison of the actual total termination rates to both the original pricing assumptions and current assumptions.

28. ACTUARIAL CERTIFICATION

I, John Svedberg, am a Fellow of the Society of Actuaries and a Member of the American Academy of Actuaries, and I meet the Academy's qualification standards for preparing health rate filings.

To the best of my knowledge and judgment this rate filing is in compliance with the applicable laws and regulations of this State as they relate to premium rate developments and revisions. This memorandum complies with all applicable Actuarial Standards of Practice, including ASOP No. 8.

The projected experience shown in this Memorandum is based on assumptions that include provisions for moderately adverse experience. If the requested premium rate schedule increases are implemented and the underlying assumptions, which reflect moderately adverse conditions, are realized, no further premium rate schedule increases are anticipated. In my opinion, the rates are not excessive or unfairly discriminatory.



John Svedberg, FSA, MAAA
Director and Actuary, Corporate Actuarial

**CMFG Life Insurance Company
2006 Product
Appendix A
State-Specific Information**

**CMFG Life Insurance Company
2006 Product
Appendix B
Historical and Projected Experience
Nationwide**

**CMFG Life Insurance Company
2006 Product
Appendix C
Historical and Projected Experience
State-Specific**

**CMFG Life Insurance Company
2006 Product
Appendix D
Comparison of actual total termination rates
to original pricing and current assumptions**

Appendix A
CM FG Life Insurance Company
2006 Product

Pennsylvania

Requested Rate Increase = 14.0% effective 9/1/2022, 14.0% effective 9/1/2023

14. Average Annual Premium

The average annual premium for this form and associated riders,
prior to the rate increase, is:

Pennsylvania	\$2,008
Nationwide	\$2,254

The average annual premium for this form and associated riders,
after the rate increase, is:

Pennsylvania	\$2,609
Nationwide	\$2,929

19. Maximum Allowable Rate Increase

Rate Stabilization Date for Pennsylvania	9/16/2002
Approach 1: 60% Minimum Loss Ratio	95%
Approach 2: 58% Loss Ratio on Initial Premium / 85% on Increased Premium	57%
Requested rate increase	30.0%

22. Lifetime Loss Ratio - Nationwide

The Lifetime Loss Ratio for all policies without the requested rate increase is:	90%
The Lifetime Loss Ratio for all policies with the requested rate increase is:	81%

23. History of Rate Adjustments

15% increase effective 6/1/2016, followed by a 15% increase effective 4/1/2018,
followed by a 10% increase effective 4/1/2019, followed by a 10% increase effective 9/1/2020,
followed by a 20% increase effective 9/1/2021

24. Number of Policyholders and Annualized Premium as of December 31, 2020

	All Policies	
	Policies	Premium
Pennsylvania	862	\$1,730,740
Nationwide	12,266	\$27,644,232

Appendix B
CMFG Life Insurance Company
Historical and Projected Experience
Nationwide Experience
Pennsylvania Rate Basis
2006 Product

Historical				
Calendar Year	Beginning Lives	Earned Premium	Incurred Claims	Incurred Ratio
2006	0	545	0	0%
2007	5	1,606,102	0	0%
2008	2,853	7,043,219	179,714	3%
2009	6,898	13,550,038	74,035	1%
2010	11,505	21,091,864	734,032	3%
2011	15,602	22,858,946	1,432,371	6%
2012	15,052	22,193,626	1,658,658	7%
2013	14,686	21,919,341	1,561,658	7%
2014	14,320	21,258,212	2,486,541	12%
2015	14,048	21,071,038	2,136,436	10%
2016	13,718	21,468,955	1,993,856	9%
2017	13,465	22,274,471	2,880,635	13%
2018	13,197	22,557,785	6,927,336	31%
2019	12,875	23,668,429	5,983,305	25%
2020	12,532	26,133,918	12,991,654	50%

Projection without Rate Increase*				
Calendar Year	Beginning Lives	Earned Premium	Incurred Claims	Incurred Ratio
2021	12,120	29,803,738	10,434,108	35%
2022	11,748	32,368,677	12,262,187	38%
2023	11,367	34,237,276	14,272,752	42%
2024	10,974	34,689,399	16,428,646	47%
2025	10,569	33,770,851	18,715,798	55%
2026	10,153	32,303,703	21,154,542	65%
2027	9,726	30,799,515	23,755,971	77%
2028	9,289	29,262,973	26,501,371	91%
2029	8,844	27,710,752	29,380,845	106%
2030	8,395	26,160,043	32,374,719	124%
2031	7,946	24,610,546	35,429,105	144%
2032	7,496	23,065,595	38,461,883	167%
2033	7,046	21,534,946	41,401,852	192%
2034	6,596	20,018,689	44,172,465	221%
2035	6,148	18,516,315	46,643,230	252%
2036	5,704	17,037,230	48,687,751	286%
2037	5,267	15,597,377	50,247,011	322%
2038	4,837	14,198,147	51,284,557	361%
2039	4,418	12,848,597	51,805,421	403%
2040	4,012	11,554,188	51,788,392	448%
2041	3,621	10,325,292	51,172,564	496%
2042	3,249	9,163,252	49,993,100	546%
2043	2,895	8,076,344	48,276,355	598%
2044	2,563	7,068,256	46,084,294	652%
2045	2,252	6,139,963	43,520,501	709%
2046	1,965	5,292,494	40,642,438	768%
2047	1,702	4,525,585	37,532,664	829%
2048	1,463	3,837,567	34,276,844	893%
2049	1,247	3,226,068	30,917,394	958%
2050	1,054	2,688,000	27,572,681	1026%
2051	883	2,219,650	24,315,442	1095%
2052	734	1,816,033	21,200,567	1167%
2053	605	1,471,826	18,274,357	1242%
2054	494	1,181,557	15,560,696	1317%
2055	400	939,484	13,117,064	1396%
2056	322	739,921	10,955,737	1481%
2057	256	577,155	9,069,412	1571%
2058	202	445,865	7,459,286	1673%
2059	159	341,161	6,109,685	1791%
2060	123	258,566	5,008,711	1937%
2061	95	194,151	4,095,062	2109%
2062	73	144,524	3,331,585	2305%
2063	56	106,778	2,700,627	2529%
2064	43	78,442	2,182,087	2782%
2065	32	57,405	1,759,953	3066%
2066	25	41,947	1,422,473	3391%
2067	19	30,696	1,152,335	3754%
2068	15	22,547	938,195	4161%
2069	11	16,667	764,221	4585%
2070	9	12,420	622,578	5013%
2071	7	9,336	508,384	5445%
2072	5	7,077	414,892	5863%
2073	4	5,395	338,209	6269%
2074	3	4,128	274,294	6645%
2075	3	3,161	220,584	6979%
2076	2	2,417	176,097	7285%
2077	2	1,845	138,917	7531%
2078	1	1,401	108,075	7713%

*Projections include a 10% moderately adverse experience load to claims.

Projection with Rate Increase*				
Calendar Year	Beginning Lives	Earned Premium	Incurred Claims	Incurred Ratio
2021	12,120	29,803,738	10,434,108	35%
2022	11,748	33,502,302	12,301,988	37%
2023	11,367	40,387,569	14,520,592	36%
2024	10,974	45,071,336	16,905,942	38%
2025	10,569	43,888,598	19,242,907	44%
2026	10,153	41,981,892	21,722,936	52%
2027	9,726	40,027,050	24,363,844	61%
2028	9,289	38,030,160	27,145,983	71%
2029	8,844	36,012,894	30,059,231	83%
2030	8,395	33,997,592	33,083,582	97%
2031	7,946	31,983,865	36,164,263	113%
2032	7,496	29,976,047	39,217,424	131%
2033	7,046	27,986,816	42,170,984	151%
2034	6,596	26,016,288	44,947,978	173%
2035	6,148	24,063,803	47,416,581	197%
2036	5,704	22,141,584	49,449,617	223%
2037	5,267	20,270,351	50,988,008	252%
2038	4,837	18,451,911	51,996,210	282%
2039	4,418	16,698,037	52,481,188	314%
2040	4,012	15,015,823	52,423,007	349%
2041	3,621	13,418,749	51,761,656	386%
2042	3,249	11,908,563	50,533,521	424%
2043	2,895	10,496,016	48,766,030	465%
2044	2,563	9,185,905	46,522,507	506%
2045	2,252	7,979,496	43,908,215	550%
2046	1,965	6,878,125	40,981,742	596%
2047	1,702	5,881,451	37,826,364	643%
2048	1,463	4,987,303	34,528,375	692%
2049	1,247	4,192,598	31,130,160	743%
2050	1,054	3,493,325	27,750,641	794%
2051	883	2,884,657	24,462,719	848%
2052	734	2,360,117	21,321,164	903%
2053	605	1,912,785	18,372,071	960%
2054	494	1,535,551	15,638,918	1018%
2055	400	1,220,953	13,179,020	1079%
2056	322	961,602	11,004,335	1144%
2057	256	750,070	9,107,187	1214%
2058	202	579,446	7,488,453	1292%
2059	159	443,373	6,132,090	1363%
2060	123	336,032	5,025,915	1496%
2061	95	252,319	4,108,207	1628%
2062	73	187,824	3,341,551	1779%
2063	56	138,768	2,708,131	1952%
2064	43	101,944	2,187,705	2146%
2065	32	74,603	1,764,142	2365%
2066	25	54,515	1,425,593	2615%
2067	19	39,893	1,154,662	2894%
2068	15	29,303	939,938	3208%
2069	11	21,660	765,534	3534%
2070	9	16,141	623,573	3863%
2071	7	12,134	509,144	4196%
2072	5	9,197	415,476	4518%
2073	4	7,011	338,660	4830%
2074	3	5,365	274,643	5120%
2075	3	4,108	220,853	5376%
2076	2	3,141	176,304	5612%
2077	2	2,397	139,075	5802%
2078	1	1,821	108,194	5941%

Loss Ratio Summaries

Accumulated Value of Historicals to December 31, 2020	342,286,191	46,785,848	14%		342,286,191	46,785,848	14%
Present Value of Future to December 31, 2020	388,244,530	613,865,893	158%		483,998,870	623,138,632	129%
Total Values (Discounted at 4.00%)	730,530,720	660,651,741	90%		826,285,060	669,924,480	81%
Projected Loss Ratio without Rate Increase			90%	Projected Loss Ratio with Rate Increase			81%
Minimum Lifetime Loss Ratio			60%				
Maximum Allowable Increase							
Approach 1: 60% Minimum Loss Ratio			95%				
Approach 2: 58% Loss Ratio on Initial Premium / 85% on Increased Premium			57%				
Requested Rate Increase			14.0%	effective 9/1/2022			
			14.0%	effective 9/1/2023			

Appendix C
CMFG Life Insurance Company
Historical and Projected Experience
Pennsylvania Experience
2006 Product

Historical

Calendar Year	Beginning Lives	Earned Premium	Incurred Claims	Incurred Ratio
2006	0	0	0	
2007	0	149,588	0	0%
2008	304	590,240	4,823	1%
2009	597	961,815	0	0%
2010	840	1,296,948	507	0%
2011	1,044	1,392,107	0	0%
2012	1,027	1,385,802	0	0%
2013	1,015	1,383,059	0	0%
2014	1,000	1,366,332	11,519	1%
2015	987	1,375,176	5,321	0%
2016	968	1,307,407	453	0%
2017	951	1,339,176	100,847	8%
2018	935	1,347,563	183,481	14%
2019	909	1,421,667	442,008	31%
2020	874	1,741,395	850,884	49%

Projection without Rate Increase*

Calendar Year	Beginning Lives	Earned Premium	Incurred Claims	Incurred Ratio
2021	854	2,005,245	672,116	34%
2022	828	2,179,524	793,899	36%
2023	800	2,309,954	928,875	40%
2024	773	2,345,567	1,074,681	46%
2025	744	2,285,590	1,230,754	54%
2026	714	2,187,839	1,398,214	64%
2027	684	2,087,718	1,577,929	76%
2028	653	1,985,628	1,768,269	89%
2029	622	1,882,458	1,968,838	105%
2030	590	1,779,071	2,177,408	122%
2031	558	1,675,679	2,390,688	143%
2032	526	1,572,174	2,604,448	166%
2033	494	1,468,864	2,811,887	191%
2034	462	1,366,112	3,008,997	220%
2035	431	1,264,371	3,182,788	252%
2036	399	1,164,076	3,326,848	286%
2037	368	1,065,754	3,437,802	323%
2038	337	969,946	3,512,600	362%
2039	307	877,148	3,555,160	405%
2040	278	787,935	3,559,524	452%
2041	250	702,885	3,521,027	501%
2042	224	622,506	3,438,804	552%
2043	198	547,140	3,314,804	606%
2044	175	477,075	3,156,450	662%
2045	153	412,532	2,972,270	720%
2046	132	353,659	2,766,286	782%
2047	114	300,454	2,542,645	846%
2048	97	252,808	2,307,207	913%
2049	81	210,578	2,063,643	980%
2050	68	173,598	1,820,821	1049%
2051	56	141,617	1,587,313	1121%
2052	46	114,262	1,366,367	1196%
2053	37	91,134	1,160,528	1273%
2054	30	71,807	970,997	1352%
2055	23	55,862	800,504	1433%
2056	18	42,891	651,454	1519%
2057	14	32,480	522,364	1608%
2058	11	24,243	414,450	1710%
2059	8	17,820	325,705	1828%
2060	6	12,889	253,219	1965%
2061	4	9,165	194,130	2118%
2062	3	6,396	145,874	2281%
2063	2	4,378	107,521	2456%
2064	1	2,939	77,690	2644%
2065	1	1,934	55,046	2847%
2066	1	1,248	38,307	3070%
2067	0	790	26,154	3310%
2068	0	491	17,541	3574%
2069	0	298	11,558	3874%
2070	0	178	7,476	4203%
2071	0	104	4,740	4543%
2072	0	60	2,937	4865%
2073	0	34	1,779	5164%
2074	0	19	1,046	5464%
2075	0	10	592	5767%
2076	0	5	322	6054%
2077	0	3	168	6356%
2078	0	1	83	6392%

Projection with Rate Increase*

Calendar Year	Beginning Lives	Earned Premium	Incurred Claims	Incurred Ratio
2021	854	2,005,245	672,116	34%
2022	828	2,255,856	796,579	35%
2023	800	2,724,907	945,596	35%
2024	773	3,047,554	1,106,954	36%
2025	744	2,970,352	1,266,428	43%
2026	714	2,843,316	1,436,710	51%
2027	684	2,713,198	1,619,134	60%
2028	653	2,580,523	1,812,009	70%
2029	622	2,446,443	2,014,922	82%
2030	590	2,312,081	2,225,616	96%
2031	558	2,177,712	2,440,743	112%
2032	526	2,043,198	2,655,946	130%
2033	494	1,908,935	2,864,348	150%
2034	462	1,775,399	3,061,919	172%
2035	431	1,643,177	3,235,596	197%
2036	399	1,512,833	3,378,903	223%
2037	368	1,385,054	3,488,434	252%
2038	337	1,260,542	3,561,216	283%
2039	307	1,139,941	3,601,293	316%
2040	278	1,024,000	3,602,801	352%
2041	250	913,469	3,561,129	390%
2042	224	809,008	3,475,517	430%
2043	198	711,063	3,347,977	471%
2044	175	620,006	3,186,027	514%
2045	153	536,126	2,998,320	559%
2046	132	459,615	2,788,959	607%
2047	114	390,470	2,562,143	656%
2048	97	328,549	2,323,777	707%
2049	81	273,667	2,077,531	759%
2050	68	225,608	1,832,314	812%
2051	56	184,045	1,596,710	868%
2052	46	148,495	1,373,954	925%
2053	37	118,437	1,166,578	985%
2054	30	93,321	975,751	1046%
2055	23	72,599	804,188	1108%
2056	18	55,741	654,271	1174%
2057	14	42,211	524,490	1243%
2058	11	31,506	416,036	1321%
2059	8	23,160	326,875	1411%
2060	6	16,751	254,076	1517%
2061	4	11,910	194,751	1635%
2062	3	8,313	146,315	1760%
2063	2	5,690	107,828	1895%
2064	1	3,819	77,901	2040%
2065	1	2,513	55,188	2196%
2066	1	1,622	38,399	2368%
2067	0	1,027	26,214	2553%
2068	0	638	17,579	2756%
2069	0	388	11,581	2987%
2070	0	231	7,490	3240%
2071	0	136	4,749	3502%
2072	0	78	2,942	3750%
2073	0	45	1,782	3980%
2074	0	25	1,048	4211%
2075	0	13	593	4444%
2076	0	7	323	4665%
2077	0	3	168	4897%
2078	0	2	83	4925%

Loss Ratio Summaries

Accumulated Value of Historical to 12/31/2020	21,831,760	1,685,242	8%	21,831,760	1,685,242	8%
Present Value of Future to 12/31/2020	26,287,709	41,168,220	157%	32,778,819	41,796,269	128%
Total Values (Discounted at 4.00%)	48,119,468	42,853,462	89%	54,610,578	43,481,511	80%

Appendix D
CMFG Life Insurance Company
Policy Persistency Comparison
Nationwide Experience
1993 Product

Policy Duration	Total Lives	Actual Results		Original Pricing Assumptions						Current Assumptions		
		Total Terminations		Lapse	Number of Expected Lapses	Mortality	Number of Expected Deaths	Total Terminations		Lapse	Mortality	Total Terminations
1	547	4.0%		22.4%	123	1.2%	7	23.6%		6.0%	0.2%	6.2%
2	525	2.9%		17.4%	91	1.3%	7	18.7%		4.0%	0.3%	4.3%
3	510	2.2%		13.4%	69	1.5%	7	14.9%		3.0%	0.4%	3.4%
4	499	2.8%		11.9%	60	1.6%	8	13.5%		2.0%	0.6%	2.6%
5	485	1.0%		10.4%	51	1.7%	8	12.1%		2.0%	0.8%	2.8%
6	480	0.8%		8.9%	43	1.9%	9	10.8%		1.5%	1.0%	2.5%
7	476	2.3%		8.4%	40	2.1%	10	10.5%		1.5%	1.3%	2.8%
8	465	0.9%		7.9%	37	2.3%	11	10.2%		1.5%	1.6%	3.1%
9	461	3.5%		7.4%	34	2.5%	11	9.9%		1.0%	1.9%	2.9%
10	445	2.0%		7.0%	31	2.7%	12	9.7%		1.0%	2.1%	3.1%
11	436	3.7%		7.0%	30	3.0%	13	10.0%		1.0%	2.3%	3.3%
12	420	3.1%		7.0%	29	3.2%	14	10.2%		1.0%	2.5%	3.5%
13	407	4.2%		7.0%	28	3.5%	14	10.5%		1.0%	2.7%	3.7%
14	390	3.3%		7.0%	27	3.8%	15	10.8%		1.0%	2.9%	3.9%
15	377	4.8%		7.0%	26	4.1%	16	11.1%		1.0%	3.2%	4.2%
16	359	3.1%		7.0%	25	4.5%	16	11.4%		1.0%	3.5%	4.5%
17	348	3.7%		7.0%	24	4.9%	17	11.8%		1.0%	3.8%	4.8%
18	337	10.4%		7.0%	23	5.2%	18	12.2%		1.0%	4.1%	5.1%
19	302	3.0%		7.0%	21	5.6%	17	12.6%		1.0%	4.4%	5.4%
20	293	6.1%		7.0%	20	6.0%	18	13.0%		1.0%	4.7%	5.7%
21	275	5.1%		7.0%	19	6.5%	18	13.4%		1.0%	5.1%	6.1%
22	259	8.9%		7.0%	18	6.9%	18	13.9%		1.0%	5.5%	6.5%
23	219	10.5%		7.0%	15	7.4%	16	14.4%		1.0%	5.9%	6.9%
24	161	10.6%		7.0%	11	7.7%	12	14.6%		1.0%	6.1%	7.1%
25	103	7.8%		7.0%	7	8.1%	8	15.1%		1.0%	6.5%	7.5%
26	41	9.8%		7.0%	3	7.9%	3	14.9%		1.0%	6.3%	7.3%
27	12	8.3%		7.0%	1	9.4%	1	16.4%		1.0%	7.4%	8.4%

Notes:

- 1) The results shown above include only lifetime pay policies (excludes single pay, 10 pay and paid-up at 65)
- 2) The "Actual Results" are the historical total policy termination rates observed by the Company.
- 3) The "Original Pricing Assumptions" are those assumptions originally used to price the product. The mortality assumptions are based on the 1983 IAM table.
The original ultimate lapse assumption was 6.0% for issue ages 62 and younger and 8.0% for issue ages 63 and older.
- 4) The "Current Assumptions" are those used in the projection for the current rate filing. The mortality assumptions are based on the Annuity 2000 table projected to 2009 (Scale G 100% Male, 50% Female, no smoothing), with selection factors.
- 5) Experience is through December 31, 2020

Appendix D
CMFG Life Insurance Company
Policy Persistency Comparison
Nationwide Experience
1997 Product

Policy Duration	Total Lives	Actual Results		Original Pricing Assumptions						Current Assumptions		
		Total Terminations		Lapse	Number of Expected Lapses	Mortality	Number of Expected Deaths	Total Terminations		Lapse	Mortality	Total Terminations
1	3,332	4.1%		10.8%	359	0.5%	18	11.3%		6.0%	0.1%	6.1%
2	3,197	3.1%		8.8%	280	0.6%	19	9.4%		4.0%	0.1%	4.1%
3	3,099	2.6%		6.8%	210	0.7%	21	7.4%		3.0%	0.2%	3.2%
4	3,019	2.3%		6.6%	199	0.7%	22	7.3%		2.0%	0.3%	2.3%
5	2,951	2.1%		6.4%	188	0.8%	24	7.2%		2.0%	0.4%	2.4%
6	2,888	1.9%		6.2%	179	0.9%	26	7.1%		1.5%	0.5%	2.0%
7	2,831	2.4%		6.0%	170	1.0%	28	7.0%		1.5%	0.6%	2.1%
8	2,762	2.2%		6.0%	166	1.1%	31	7.1%		1.5%	0.7%	2.2%
9	2,699	2.2%		6.0%	162	1.2%	33	7.2%		1.0%	0.9%	1.9%
10	2,639	2.3%		6.0%	158	1.4%	36	7.4%		1.0%	1.0%	2.0%
11	2,579	2.2%		6.0%	155	1.5%	39	7.5%		1.0%	1.1%	2.1%
12	2,522	2.9%		6.0%	151	1.6%	41	7.6%		1.0%	1.2%	2.2%
13	2,450	3.0%		6.0%	147	1.8%	43	7.8%		1.0%	1.3%	2.3%
14	2,376	2.9%		6.0%	143	1.9%	46	7.9%		1.0%	1.4%	2.4%
15	2,307	2.8%		6.0%	138	2.1%	47	8.1%		1.0%	1.5%	2.5%
16	2,243	2.7%		6.0%	135	2.2%	49	8.2%		1.0%	1.6%	2.6%
17	2,170	2.7%		6.0%	130	2.4%	51	8.4%		1.0%	1.7%	2.7%
18	1,937	3.4%		6.0%	116	2.6%	49	8.6%		1.0%	1.8%	2.8%
19	1,517	2.0%		6.0%	91	2.8%	42	8.8%		1.0%	2.0%	3.0%
20	1,112	2.2%		6.0%	67	2.8%	31	8.8%		1.0%	2.0%	3.0%
21	723	2.4%		6.0%	43	2.8%	20	8.8%		1.0%	2.0%	3.0%
22	186	3.8%		6.0%	11	4.1%	8	10.1%		1.0%	3.0%	4.0%
23	5	0.0%		6.0%	0	6.6%	0	12.6%		1.0%	4.8%	5.8%

Notes:

- 1) The results shown above include only lifetime pay policies (excludes single pay, 10 pay and paid-up at 65)
- 2) The "Actual Results" are the historical total policy termination rates observed by the Company.
- 3) The "Original Pricing Assumptions" are those assumptions originally used to price the product. The mortality assumptions are based on the 1983 GAM table.
The original ultimate lapse assumption was 6.0%.
- 4) The "Current Assumptions" are those used in the projection for the current rate filing. The mortality assumptions are based on the Annuity 2000 table projected to 2009 (Scale G 100% Male, 50% Female, no smoothing), with selection factors.
- 5) Experience is through December 31, 2020

Appendix D
CMFG Life Insurance Company
Policy Persistency Comparison
Nationwide Experience
2002 Product

Policy Duration	Total Lives	Actual Results		Original Pricing Assumptions						Current Assumptions		
		Total Terminations		Lapse	Number of Expected Lapses	Mortality	Number of Expected Deaths	Total Terminations		Lapse	Mortality	Total Terminations
1	16,663	6.8%		10.3%	1,711	0.8%	137	11.1%		6.0%	0.1%	6.1%
2	15,527	4.4%		8.3%	1,287	0.9%	142	9.2%		4.0%	0.1%	4.1%
3	14,845	3.2%		6.5%	972	1.0%	151	7.6%		3.0%	0.2%	3.2%
4	14,366	2.8%		5.3%	767	1.1%	162	6.5%		2.0%	0.2%	2.2%
5	13,966	2.3%		4.7%	657	1.2%	175	6.0%		2.0%	0.3%	2.3%
6	13,641	2.1%		4.3%	591	1.4%	189	5.7%		1.5%	0.3%	1.8%
7	13,348	2.1%		3.2%	428	1.5%	204	4.7%		1.5%	0.4%	1.9%
8	13,064	1.8%		2.6%	345	1.7%	219	4.3%		1.5%	0.5%	2.0%
9	12,831	1.7%		2.2%	287	1.8%	237	4.1%		2.0%	0.6%	2.6%
10	12,619	2.6%		2.0%	252	2.0%	256	4.0%		2.0%	0.7%	2.7%
11	12,285	3.3%		2.0%	246	2.2%	275	4.2%		2.0%	0.9%	2.9%
12	11,693	3.1%		2.0%	234	2.5%	288	4.5%		2.0%	1.0%	3.0%
13	10,288	2.7%		2.0%	206	2.7%	278	4.7%		2.0%	1.1%	3.1%
14	6,902	2.9%		2.0%	138	3.0%	210	5.0%		2.0%	1.4%	3.4%
15	3,274	3.2%		2.0%	65	3.5%	114	5.5%		2.0%	1.8%	3.8%
16	1,474	3.7%		2.0%	29	3.9%	57	5.9%		2.0%	2.1%	4.1%
17	407	4.4%		2.0%	8	4.1%	17	6.1%		2.0%	2.3%	4.3%

Notes:

- 1) The results shown above include only lifetime pay policies (excludes single pay, 10 pay and paid-up at 65)
- 2) The "Actual Results" are the historical total policy termination rates observed by the Company.
- 3) The "Original Pricing Assumptions" are those assumptions originally used to price the product. The mortality assumptions are based on the 1983 GAM table.
The original ultimate lapse assumption reached 2.0% by duration 10.
- 4) The "Current Assumptions" are those used in the projection for the current rate filing. The mortality assumptions are based on the Annuity 2000 table projected to 2009 (Scale G 100% Male, 50% Female, no smoothing), with selection factors. The current assumed ultimate lapse rate is 2.0% starting in duration 9.
- 5) Experience is through December 31, 2020

Appendix D
CMFG Life Insurance Company
Policy Persistency Comparison
Nationwide Experience
2006 Product

Policy Duration	Total Lives	Actual Results		Original Pricing Assumptions						Current Assumptions		
		Total Terminations		Lapse	Number of Expected Lapses	Mortality	Number of Expected Deaths	Total Terminations		Lapse	Mortality	Total Terminations
1	16,921	6.2%		6.0%	1,015	0.1%	24	6.1%		6.0%	0.1%	6.1%
2	15,877	4.1%		5.0%	794	0.2%	38	5.2%		4.0%	0.1%	4.1%
3	15,231	2.7%		4.0%	609	0.4%	54	4.4%		3.0%	0.2%	3.2%
4	14,818	2.4%		3.0%	445	0.5%	73	3.5%		2.0%	0.2%	2.2%
5	14,460	2.2%		2.5%	362	0.7%	95	3.2%		2.0%	0.3%	2.3%
6	14,135	2.1%		1.5%	212	0.8%	120	2.3%		1.5%	0.3%	1.8%
7	13,834	1.9%		1.0%	138	1.1%	149	2.1%		1.5%	0.4%	1.9%
8	13,576	2.0%		1.0%	136	1.3%	181	2.3%		1.5%	0.5%	2.0%
9	13,301	2.0%		1.0%	133	1.6%	217	2.6%		2.0%	0.6%	2.6%
10	13,019	2.7%		1.0%	130	1.8%	234	2.8%		2.0%	0.7%	2.7%
11	8,371	3.0%		1.0%	84	2.0%	164	3.0%		2.0%	0.9%	2.9%
12	4,526	3.0%		1.0%	45	2.2%	99	3.2%		2.0%	1.0%	3.0%
13	1,377	2.2%		1.0%	14	2.4%	33	3.4%		2.0%	1.2%	3.2%

Notes:

- 1) The results shown above include only lifetime pay policies (excludes single pay, 10 pay and paid-up at 65)
- 2) The "Actual Results" are the historical total policy termination rates observed by the Company.
- 3) The "Original Pricing Assumptions" are those assumptions originally used to price the product. The mortality assumptions are based on the 1994 GAM table, projected to 2006.
The original ultimate lapse assumption reached 1.0% by duration 7.
- 4) The "Current Assumptions" are those used in the projection for the current rate filing. The mortality assumptions are based on the Annuity 2000 table projected to 2009 (Scale G 100% Male, 50% Female, no smoothing), with selection factors. The current assumed ultimate lapse rate is 2.0% starting in duration 9.
- 5) Experience is through December 31, 2020

Appendix D
CMFG Life Insurance Company
Policy Persistency Comparison
Nationwide Experience
All Products

Policy Duration	Total Lives	Actual Results		Original Pricing Assumptions						Current Assumptions		
		Total Terminations		Lapse	Number of Expected Lapses	Mortality	Number of Expected Deaths	Total Terminations		Lapse	Mortality	Total Terminations
1	37,463	6.2%		8.6%	3,208	0.5%	185	9.1%		6.0%	0.1%	6.1%
2	35,126	4.1%		7.0%	2,453	0.6%	206	7.6%		4.0%	0.1%	4.1%
3	33,685	2.9%		5.5%	1,860	0.7%	233	6.2%		3.0%	0.2%	3.2%
4	32,702	2.6%		4.5%	1,470	0.8%	265	5.3%		2.0%	0.2%	2.2%
5	31,862	2.3%		3.9%	1,258	0.9%	302	4.9%		2.0%	0.3%	2.3%
6	31,144	2.1%		3.3%	1,024	1.1%	344	4.4%		1.5%	0.4%	1.9%
7	30,489	2.0%		2.5%	776	1.3%	391	3.8%		1.5%	0.5%	2.0%
8	29,867	1.9%		2.3%	683	1.5%	442	3.8%		1.5%	0.6%	2.1%
9	29,292	1.9%		2.1%	616	1.7%	499	3.8%		1.9%	0.6%	2.5%
10	28,722	2.6%		2.0%	572	1.9%	538	3.9%		1.9%	0.8%	2.7%
11	23,671	3.1%		2.2%	515	2.1%	490	4.2%		1.9%	0.9%	2.8%
12	19,161	3.1%		2.4%	460	2.3%	443	4.7%		1.8%	1.1%	2.9%
13	14,522	2.8%		2.7%	395	2.5%	369	5.3%		1.8%	1.2%	3.0%
14	9,668	2.9%		3.2%	308	2.8%	270	6.0%		1.7%	1.5%	3.2%
15	5,958	3.1%		3.9%	230	3.0%	177	6.8%		1.5%	1.7%	3.3%
16	4,076	3.1%		4.6%	189	3.0%	123	7.7%		1.4%	2.0%	3.3%
17	2,925	3.0%		5.6%	163	2.9%	85	8.5%		1.1%	2.0%	3.2%
18	2,274	4.4%		6.1%	140	2.9%	67	9.1%		1.0%	2.2%	3.2%
19	1,819	2.2%		6.2%	112	3.2%	59	9.4%		1.0%	2.4%	3.4%
20	1,405	3.0%		6.2%	87	3.5%	49	9.7%		1.0%	2.6%	3.6%
21	998	3.1%		6.3%	63	3.8%	38	10.1%		1.0%	2.9%	3.9%
22	445	6.7%		6.6%	29	5.8%	26	12.3%		1.0%	4.4%	5.4%
23	224	10.3%		6.9%	16	7.4%	17	14.3%		1.0%	5.8%	6.8%
24	161	10.6%		7.0%	11	7.7%	12	14.6%		1.0%	6.1%	7.1%
25	103	7.8%		7.0%	7	8.1%	8	15.1%		1.0%	6.5%	7.5%
26	41	9.8%		7.0%	3	7.9%	3	14.9%		1.0%	6.3%	7.3%
27	12	8.3%		7.0%	1	9.4%	1	16.4%		1.0%	7.4%	8.4%

Notes:

- 1) The results shown above include only lifetime pay policies (excludes single pay, 10 pay and paid-up at 65)
- 2) The "Actual Results" are the historical total policy termination rates observed by the Company.
- 3) The "Original Pricing Assumptions" are those assumptions originally used to price each product.
- 4) The "Current Assumptions" are those used in the projection for the current rate filing. The mortality assumptions are based on the Annuity 2000 table projected to 2009 (Scale G 100% Male, 50% Female, no smoothing), with selection factors.
- 5) Experience is through December 31, 2020



CMFG Life Insurance Company

Home Office:
2000 Heritage Way
Waverly, IA 60577
Telephone: 800.798.5433

August 12, 2021

Re: CMFG Life Insurance Company
NAIC #: 62626-0306
FEIN #: 39-0230590
Long Term Care Product Filing Authorization

To Whom It May Concern:

The undersigned hereby grants the following representatives of **Milliman, Inc.**, whose main office is located at 15800 Bluemound Road, Suite 100, Brookfield, Wisconsin 53005, authority to act on our behalf regarding state insurance department filings of our Long Term Care products:

Sarah Wunder
Hanna Holzer
Evan Pollock
Dan Nitz
Peter Schelble

This authorization is valid effective from the date noted above, for the duration of the filing project. If additional assistance or verification regarding this authorization is required, please contact John Svedberg, FSA, MAAA, Director, Legacy Products | Actuarial, at CMFG Life Insurance Company. He can be reached by phone at 800.356.2644, Ext 665.7055.

IN WITNESS THEREOF, the Company has caused this authorization to be in effect by the signature of its Director, Legacy Products, Actuarial.

A handwritten signature in black ink, appearing to read "John Svedberg", written over a horizontal line.

Signature

John Svedberg
Director and Actuary, Legacy Products

CMFG Life Insurance Company Long Term Care Insurance Rate Increase Filings

SUPPLEMENTAL INFORMATION – KEY ASSUMPTIONS

CONFIDENTIAL

CMFG Life Insurance Company (CMFG Life) is seeking rate increases on its Long Term Care Insurance (LTC) products because current estimates of lifetime loss ratios are in excess of expected. Persistency experience is the *primary* driver of our higher-than-expected loss ratios.

Lapses, mortality, and morbidity business drivers are inter-related, and we have not isolated each assumption to determine the independent impact of each. Although morbidity projections are also less favorable than expected in original pricing, the overwhelming issues are lower lapse and mortality rates. As a result, the Company will ultimately pay out much more in claims than was originally expected. We are now projecting lifetime loss ratios far in excess of what was assumed when the product was priced.

Model

The projections of future experience were modeled using Milliman's modeling software, MG-ALFA. The assumptions and methodology are listed in the Actuarial Memorandum supporting the rate increase filing and described in further detail in this document. The attached file called "**Model Formulas 123120.doc**" provides further information on the formulas used to calculate the key components of the loss ratio. The model used the inforce policies as of 12/31/2020. The file called "**DOB Exhibit.xlsx**" contains a distribution of business for each product by the key demographic and benefit characteristics.

Lapse Study Details

Voluntary lapse rates were determined based on two approaches. First, "actual lapses" were determined by subtracting actual deaths from total terminations. Second, "implied lapses" were determined by subtracting expected deaths from total terminations. To the extent that the actual deaths are understated (due to incorrect coding of Social Security Numbers), actual mortality will increase under the second method, while actual lapses will decrease. The total termination rates will not change.

The lapse study is based fully upon CMFG Life's own experience, for all four proprietary LTC products, from inception. All of the business is individual; no group LTC experience is included. The study includes *only lifetime pay* policies; it excludes policies that were issued as single pay, 10 pay and paid-up at 65.

Detailed results of CMFG Life's internal lapse study are provided in the attached file called "**Lapse Analysis Details (Dec 2020)**". Exhibits provide the number of exposures and *total terminations* for each policy duration, in total (for the entire LTC block of four products), by gender, by product (for each of the four products), by marital status, and by inflation protection option. The current voluntary lapse rate assumptions are shown alongside the actual and *implied* voluntary lapse rates for each duration on each exhibit. Also included in this response is a file called "**Total Persistency Comparisons (App D) (Dec 2020)**", which contains a persistency summary. It shows a comparison of actual persistency experience to what was assumed in original pricing and to our current assumptions -- in total and by product.

Lapse experience has been higher recently than the long run expected assumption due to shock lapse from recent rate increases. We anticipate lapse rates to come down from the current elevated levels once the rate increases are complete and will match our long run assumption of 1% per year for the 1993 and 1997 Products and 2% per year for the 2002 and 2006 Products.

Mortality Study Details

The analysis was built on the exposure calculations used in our incurred claim analysis. Actual deaths were determined using two techniques. First, an individual's Social Security Number was compared against the Social Security Death Master File to identify deceased individuals. Second, the policy termination reason code of "death" was used. A terminated policy was considered a death if the policyholder was determined to have died under either approach.

Expected mortality is based upon the Annuity 2000 table projected forward using Scale G (100% for males and 50% for females), along with mortality selection factors. The 2002 and 2006 Products have slightly lower mortality experience than the 1993 and 1997 Products. The mortality selection factors for the 1993 and 1997 Products start at 0.20 in year 1, grading up by 0.1 per year to 1.0 in year 9. The mortality selection factors for the 2002 and 2006 Products start at 0.15 in duration 1 and grade to an ultimate of 0.85 in duration 19. The central point of the study period was 2009; therefore, the mortality table was projected to 2009 and used throughout the study. (Note that the *projections* assume continued mortality improvement, on same bases, to 2030.)

The mortality study is based fully upon CMFG Life's own experience, for all four proprietary LTC products, from inception. All of the business is individual; no group experience is included.

Detailed results of CMFG Life's internal mortality study are provided in the attached file called "**Mortality Analysis Details (Dec 2020)**". Exhibits provide the number of exposures and *total terminations* for the entire LTC block of four products, by policy duration, by attained age, by gender, by product (for each of the four products), and by marital status. "Actual to Expected" mortality ratios are shown alongside the actual and expected mortality rates on each exhibit. As noted above, also included is a file called "**Total Persistency Comparisons (App D) (Dec 2020)**", which contains a persistency summary. It shows a comparison of actual persistency experience to what was assumed in original pricing and to our current assumptions -- in total and by LTC plan.

Morbidity Study Details

A claim experience analysis was performed on all of the Company's LTC business in order to develop appropriate morbidity assumptions for the loss ratio projections. Projection assumptions are based on a combination of CMFG Life's LTC historical claim experience, Milliman's 2017 LTC *Guidelines* and judgment. The *Guidelines* provide a flexible, but consistent, basis for the determination of claim costs for a wide variety of long term care benefit packages and are based directly on 800,000 claims representing nearly \$50 billion of incurred claims and 49 million life years of exposure. In addition to the information provided in this section, please see the file called "**Morbidity Analysis Details (Dec 2020)**", included with this response.

CMFG Life's claim experience was analyzed by incidence, severity, and incurred claims. The primary finding from the claim analysis was that the Company's overall claim experience fit reasonably well to the *Guidelines*. Limited adjustments were then made to the *Guidelines*, to develop a better fit to actual experience by product.

Claim Reserve Review

As the majority of incurred claims is derived from the claim reserve (\$166 million incurred claims is made up of approximately \$92 million paid claims and \$74 remaining claim reserve), any assessment of the Company's incurred claims would be heavily impacted by the accuracy of the claim reserves. Therefore, a high level retrospective test was conducted to review the claim reserves. Historical reserve balances, along with historical claim payment amounts, were used. The claim reserve has been sufficient in all prior year-ends tested (2006-2019). Please see the

file called “Claim Reserve Retro Test – Dec 2020 Data” for further details. Given the level of sufficiency of the reserves, we dampened the reported reserves by 10% for the purposes of setting product factors.

Claim Analysis Approach

The approach to developing a set of morbidity assumptions for projections was first to establish initial Baseline Expectations, based on the underwriting, claim management practices, and benefit design for each of CMFG Life’s products. The starting assumptions were based on Milliman’s *Guidelines*. Next, factors were established for each of our products.

More specifically, Baseline Expectations were comprised of the following factors:

- 1) Ultimate Claim Costs – Claim costs were generated using Milliman’s claim cost model which reflected differences in benefit design, age, and gender.
- 2) Selection Factors – The underwriting for each product was aligned to one of Milliman’s underwriting categories. Underwriting for the 1993 and 1997 products was approximately done at the “Moderate” level. Underwriting for the 2002 and 2006 products was a blend of “Tight” and “Moderate” levels, with higher proportions of “Tight” as issue ages increased.
- 3) Salvage Factors – Salvage factors were used to reflect that the CMFG Life maximum benefits will not be paid out, depending on the benefit design. An LTC inflation rate of 5.0% was assumed in determining the rate at which LTC expenses increase for the first 13 policy durations (and resulting salvage values). Starting in policy duration 14, the LTC inflation rate is 4.5% for skilled nursing facility, 4.0% for assisted living facility, and 3.25% for home health care settings.
- 4) Claim Management Factor – Based on the level of claim management CMFG Life conducts, a 5% reduction to claims was assumed.
- 5) Area Factors – For each product, the actual utilization differences by state were determined and a composite area factor was developed.
- 6) Risk Class Factors – The morbidity difference for each risk class was reflected in the risk class factor. Outside of the substandard factors, the risk class factors composite approximately to 1.00.
- 7) Additional Rider Factors – Several products have riders which include benefits above what is normally included in the *Guidelines*. The general approach was to apply a claim cost factor equal to the premium loads for the rider.

Table 1 shows that, overall, CMFG Life’s claim experience (01/01/02 – 12/31/20) fits reasonably well to the Baseline Expectations. (Note that incurred claims on Waiver of Premium are not included in the Table 1 numbers.)

Table 1
CMFG Life LTC Products – Actual to “Baseline Expected” Claims

	<u>Actual</u>	<u>Baseline Expected*</u>	<u>Actual to Expected</u>
Life Yrs of Exposure	442,663	N/A	N/A
Count of Claims	1,737	1,716	101%
Severity per Claim	\$95,493	\$97,115	98%
Incurred Claims	\$165.9 million	\$166.7 million	100%

* The Baseline Expected is based on Milliman’s LTC Guidelines without any Product fitting factors.

Table 2 provides additional insights about the variability of experience by product. (Note that incurred claims on Waiver of Premium are not included in the Table 2 numbers.)

Table 2
CMFG Life LTC Products – Actual to “Baseline Expected” Claims (in millions)
Baseline Expected*

<u>Product</u>	<u>Actual Incurred</u> <u>Claims</u>	<u>Incurred Claims</u>	<u>Actual to Expected</u>
1993	\$10.2	\$10.6	96%
1997	\$29.1	\$22.4	130%
2002	\$87.1	\$93.2	94%
2006	\$39.5	\$40.5	97%
Total	\$165.9	\$166.7	100%

* The Baseline Expected is based on Milliman’s LTC Guidelines without any Product fitting factors.

Please note that the expected claims in Tables 1 and 2 do not include any Product fitting factors. The expected claims shown in the file “**Morbidity Analysis Details (Dec2020)**” do include the Product fitting factors.

8) Product Factors – The final step of the claim analysis was to review the experience by product. Since the experience of each product was not credible by itself, judgment, along with the experience on each product, was considered. The product factors are applied to all years. Table 3 shows the product factors by product.

Table 3
CMFG Life LTC Products – Product Factors

<u>Product</u>	<u>Product Factors</u>
1993	1.01
1997	1.04
2002	0.91
2006	0.87

Exhibit 8 CMFG Life Insurance Company Long Term Care Insurance Claim Reserve Retrospective Test																								
Test Valuation Date	IBNR	IBNR / Total	DLR + ICOS	Starting Claim Reserve	2007	2008	2009	2010	2011	2012	Claims Paid				2017	2018	2019	2020	Present Value Of Paid Claims	Present Value of Remaining Claim Reserve	Percent Remaining	Retrospective Test Reserve	Amount of Excess / (Deficiency)	Percent Excess / (Deficiency)
12/31/2006	1,470,000	27%	3,878,364	5,348,364	951,410	939,676	778,788	586,465	464,525	244,800	232,705	193,091	104,975	87,650	42,506	-	-	-	4,169,102	-	0%	4,169,102	1,179,262	22%
12/31/2007	1,156,000	16%	6,253,520	7,409,520		1,409,626	1,125,668	800,959	575,368	301,229	294,061	258,659	150,871	131,363	77,618	43,146	42,841	26,005	4,754,343	95,305	1%	4,849,648	2,559,873	35%
12/31/2008	960,000	12%	6,914,698	7,874,698			1,801,588	1,334,797	985,909	588,569	517,664	404,755	250,485	229,214	153,496	120,211	72,564	26,005	5,890,128	98,641	1%	5,988,769	1,885,928	24%
12/31/2009	1,027,000	11%	8,208,685	9,235,685				2,275,882	1,830,489	1,253,359	1,023,998	721,124	444,130	301,666	193,177	199,157	132,149	64,108	7,697,785	404,697	4%	8,102,481	1,133,204	12%
12/31/2010	566,000	5%	10,914,592	11,480,592					2,764,753	2,134,209	1,727,007	1,151,957	739,426	473,358	268,061	281,900	198,104	96,289	9,025,043	640,291	6%	9,665,333	1,815,259	16%
12/31/2011	559,000	4%	14,925,454	15,484,454						3,724,289	3,078,596	2,200,346	1,412,832	954,248	418,456	404,245	219,944	119,293	11,602,049	778,650	5%	12,380,699	3,103,755	20%
12/31/2012	721,000	4%	18,086,848	18,807,848							4,727,111	3,846,450	2,640,672	1,639,715	848,093	744,615	548,001	387,282	14,256,381	1,863,469	10%	16,119,850	2,687,998	14%
12/31/2013	3,181,950	12%	22,536,617	25,718,568								5,663,726	4,439,831	3,138,395	1,769,263	1,457,429	1,117,841	715,288	16,977,510	2,970,546	12%	19,948,056	5,770,512	22%
12/31/2014	3,744,020	11%	29,919,291	33,663,311									4,894,977	3,247,511	2,423,209	1,720,812	1,120,135	18,817,506	5,062,196	15%	23,879,702	9,783,609	29%	
12/31/2015	4,197,630	13%	27,579,852	31,777,482										6,754,640	4,894,977	3,247,511	2,423,209	1,720,812	21,924,786	6,623,954	21%	28,548,740	3,228,742	10%
12/31/2016	4,856,223	12%	36,880,396	41,736,619											7,517,511	5,829,991	4,688,703	3,335,424	20,306,544	9,528,003	23%	34,239,592	7,497,027	18%
12/31/2017	5,495,815	11%	46,749,430	52,245,245												9,060,416	7,700,974	5,815,002	24,711,590	13,799,829	26%	39,765,905	12,479,340	24%
12/31/2018	4,398,604	7%	59,329,950	63,728,554														11,918,623	9,339,784	25,966,076	40%	49,398,240	14,330,314	22%
12/31/2019	5,470,636	7%	72,337,791	77,808,427														14,754,586	9,831,820	15,810,925	58%	61,034,295	16,774,132	22%
																					Average (2006 - 2019) =	6,016,354	21%	
																					Average (2007 - 2019) =	6,368,438	21%	

Notes:

1) Starting Claim Reserve is made up of ICOS, DLR, and IBNR.

2) Claims Paid include only claim payments for claims incurred before the test valuation date.

3) Present Value of Paid Claims assume middle of year payment and are discounted back to the test valuation date.

4) Remaining Claim Reserve as of 12/31/2020 for claims incurred prior to the test valuation date, discounted back to the test valuation date.

5) Present values calculated at 3.50% (both paid claims and remaining claim reserve).

6) Retrospective Test Reserve is the sum of present value of paid claim plus the present value of remaining claim reserve.

7) A minor inconsistency exists between claim incurred dates. The claim reserves are based on CMFG Life's incurred date while the paid claims are based on Milliman's date.

Exhibit 2A
CMFG Life Insurance Company
Distribution of Inforce Business as of December 31, 2020
All Policies - Nationwide

	1993 Product				1997 Product			
	Count	% of Count	Premium	% of Premium	Count	% of Count	Premium	% of Premium
Inflation Protection								
None	63	35.2%	75,235	28.5%	605	30.8%	609,548	23.6%
Future Purchase Option	35	19.6%	68,553	25.9%	84	4.3%	164,902	6.4%
5% Simple - Twenty Years	0	0.0%	0	0.0%	210	10.7%	372,735	14.4%
5% Simple - Lifetime	0	0.0%	0	0.0%	259	13.2%	332,751	12.9%
5% Compound - Twenty Years	65	36.3%	92,409	35.0%	103	5.2%	260,478	10.1%
5% Compound - Lifetime	16	8.9%	28,181	10.7%	703	35.8%	846,584	32.7%
Total	179	100.0%	264,378	100.0%	1,964	100.0%	2,586,998	100.0%
Other Optional Riders								
Return of Premium	4	2.2%	3,659	1.4%	105	5.3%	111,110	4.3%
Nonforfeiture Rider	0	0.0%	0	0.0%	119	6.1%	68,533	2.6%
Limited Payment Options								
Single Pay	0	0.0%	0	0.0%	2	0.1%	111,929	4.3%
10 Pay	0	0.0%	0	0.0%	0	0.0%	0	0.0%
Paid up 65	0	0.0%	0	0.0%	0	0.0%	0	0.0%
Lifetime	179	100.0%	264,378	100.0%	1,962	99.9%	2,475,069	95.7%
Total	179	100.0%	264,378	100.0%	1,964	100.0%	2,586,998	100.0%
Elimination Period								
0	0	0.0%	0	0.0%	438	22.3%	365,610	14.1%
10	0	0.0%	0	0.0%	27	1.4%	46,754	1.8%
20	0	0.0%	0	0.0%	568	28.9%	659,347	25.5%
30	83	46.4%	120,953	45.8%	0	0.0%	0	0.0%
60	0	0.0%	0	0.0%	302	15.4%	488,891	18.9%
90	75	41.9%	110,002	41.6%	546	27.8%	932,812	36.1%
180	21	11.7%	33,423	12.6%	83	4.2%	93,584	3.6%
Total	179	100.0%	264,378	100.0%	1,964	100.0%	2,586,998	100.0%
Benefit Period								
730	13	7.3%	14,929	5.6%	118	6.0%	113,768	4.4%
1095	0	0.0%	0	0.0%	15	0.8%	25,025	1.0%
1460	44	24.6%	59,412	22.5%	370	18.8%	462,698	17.9%
2190	23	12.8%	34,380	13.0%	696	35.4%	659,540	25.5%
10950	99	55.3%	155,657	58.9%	765	39.0%	1,325,967	51.3%
Total	179	100.0%	264,378	100.0%	1,964	100.0%	2,586,998	100.0%
Marital Status								
Single	179	100.0%	264,378	100.0%	746	38.0%	1,232,439	47.6%
Married 1-insured	0	0.0%	0	0.0%	0	0.0%	0	0.0%
Married 2-insureds	0	0.0%	0	0.0%	1,218	62.0%	1,354,558	52.4%
Total	179	100.0%	264,378	100.0%	1,964	100.0%	2,586,998	100.0%

Exhibit 2A
CMFG Life Insurance Company
Distribution of Inforce Business as of December 31, 2020
All Policies - Nationwide

	2002 Product				2006 Product			
	Count	% of Count	Premium	% of Premium	Count	% of Count	Premium	% of Premium
Issue Year								
2002	2	0.0%	2,696	0.0%	0	0.0%	0	0.0%
2003	864	6.9%	2,318,199	7.5%	0	0.0%	0	0.0%
2004	1,874	14.9%	4,626,155	15.1%	0	0.0%	0	0.0%
2005	2,644	21.0%	6,238,530	20.3%	0	0.0%	0	0.0%
2006	3,589	28.6%	8,736,358	28.4%	4	0.0%	11,451	0.0%
2007	2,630	20.9%	6,467,332	21.0%	1,835	15.0%	4,174,102	15.1%
2008	926	7.4%	2,262,405	7.4%	3,063	25.0%	7,421,863	26.8%
2009	37	0.3%	75,847	0.2%	3,750	30.6%	8,384,909	30.3%
2010	0	0.0%	0	0.0%	3,613	29.5%	7,651,218	27.7%
2011	0	0.0%	0	0.0%	1	0.0%	690	0.0%
Total	12,566	100.0%	30,727,521	100.0%	12,266	100.0%	27,644,232	100.0%

Issue Age								
20-25	13	0.1%	10,037	0.0%	2	0.0%	1,393	0.0%
25-30	9	0.1%	6,878	0.0%	7	0.1%	5,214	0.0%
30-35	24	0.2%	23,292	0.1%	13	0.1%	17,575	0.1%
35-40	50	0.4%	66,594	0.2%	42	0.3%	60,157	0.2%
40-45	144	1.1%	221,436	0.7%	83	0.7%	138,704	0.5%
45-50	835	6.6%	1,459,328	4.7%	565	4.6%	962,094	3.5%
50-55	2,607	20.7%	4,988,652	16.2%	2,073	16.9%	3,870,874	14.0%
55-60	3,772	30.0%	8,911,706	29.0%	3,427	27.9%	7,089,190	25.6%
60-65	2,984	23.7%	8,150,831	26.5%	3,569	29.1%	8,458,774	30.6%
65-70	1,456	11.6%	4,357,694	14.2%	1,824	14.9%	4,843,119	17.5%
70-75	559	4.4%	2,005,582	6.5%	581	4.7%	1,854,179	6.7%
75-80	108	0.9%	493,508	1.6%	78	0.6%	335,620	1.2%
80-85	5	0.0%	31,983	0.1%	2	0.0%	7,339	0.0%
Total	12,566	100.0%	30,727,521	100.0%	12,266	100.0%	27,644,232	100.0%

Average Age 58.2 59.3

Attained Age								
20-25	0	0.0%	0	0.0%	0	0.0%	0	0.0%
25-30	0	0.0%	0	0.0%	0	0.0%	0	0.0%
30-35	8	0.1%	5,980	0.0%	1	0.0%	122	0.0%
35-40	6	0.0%	4,293	0.0%	8	0.1%	6,484	0.0%
40-45	9	0.1%	6,775	0.0%	9	0.1%	10,916	0.0%
45-50	29	0.2%	30,012	0.1%	35	0.3%	51,565	0.2%
50-55	51	0.4%	68,828	0.2%	59	0.5%	97,151	0.4%
55-60	192	1.5%	310,188	1.0%	368	3.0%	599,236	2.2%
60-65	1,078	8.6%	1,909,340	6.2%	1,680	13.7%	3,020,155	10.9%
65-70	2,792	22.2%	5,527,833	18.0%	3,003	24.5%	6,022,450	21.8%
70-75	3,683	29.3%	8,862,261	28.8%	3,835	31.3%	8,751,958	31.7%
75-80	2,832	22.5%	7,759,973	25.3%	2,263	18.4%	5,862,929	21.2%
80-85	1,886	15.0%	6,242,038	20.3%	1,005	8.2%	3,221,264	11.7%
Total	12,566	100.0%	30,727,521	100.0%	12,266	100.0%	27,644,232	100.0%

Average Attained Age 72.5 70.5

Gender								
Male	5,058	40.3%	12,527,910	40.8%	5,084	41.4%	11,503,173	41.6%
Female	7,508	59.7%	18,199,611	59.2%	7,182	58.6%	16,141,058	58.4%
Total	12,566	100.0%	30,727,521	100.0%	12,266	100.0%	27,644,232	100.0%

Exhibit 2A
CMFG Life Insurance Company
Distribution of Inforce Business as of December 31, 2020
All Policies - Nationwide

	2002 Product				2006 Product			
	Count	% of Count	Premium	% of Premium	Count	% of Count	Premium	% of Premium
Inflation Protection								
None	1,768	14.1%	3,622,495	11.8%	1,886	15.4%	3,591,159	13.0%
3% Compound - Lifetime	4,888	38.9%	11,402,323	37.1%	4,710	38.4%	10,417,608	37.7%
5% Simple - Lifetime	0	0.0%	0	0.0%	3,098	25.3%	7,285,132	26.4%
5% Compound - Fifteen Years	382	3.0%	1,025,424	3.3%	0	0.0%	0	0.0%
5% Compound - Twenty Years	72	0.6%	160,030	0.5%	0	0.0%	0	0.0%
5% Compound - Lifetime	5,456	43.4%	14,517,249	47.2%	2,572	21.0%	6,350,333	23.0%
Total	12,566	100.0%	30,727,521	100.0%	12,266	100.0%	27,644,232	100.0%
Other Optional Riders								
Return of Premium	120	1.0%	228,424	0.7%	87	0.7%	184,409	0.7%
Nonforfeiture Rider	62	0.5%	122,000	0.4%	53	0.4%	125,030	0.5%
HHEP 10 Day	2,644	21.0%	6,645,214	21.6%	4,114	33.5%	9,601,915	34.7%
Restoration of Benefits	2,439	19.4%	5,721,187	18.6%	2,430	19.8%	5,588,692	20.2%
Shared Extended Expense	2,652	21.1%	6,514,070	21.2%	1,657	13.5%	3,845,695	13.9%
Surviving Spousal	8,264	65.8%	19,066,016	62.0%	1,331	10.9%	2,841,440	10.3%
Living at Home	0	0.0%	0	0.0%	936	7.6%	2,224,738	8.0%
Limited Payment Options								
Single Pay	0	0.0%	0	0.0%	0	0.0%	0	0.0%
10 Pay	1,053	8.4%	3,356,796	10.9%	61	0.5%	31,492	0.1%
Paid up 65	772	6.1%	1,405,328	4.6%	56	0.5%	226,643	0.8%
Lifetime	10,741	85.5%	25,965,396	84.5%	12,149	99.0%	27,386,097	99.1%
Total	12,566	100.0%	30,727,521	100.0%	12,266	100.0%	27,644,232	100.0%
Elimination Period								
30	3,487	27.7%	8,887,175	28.9%	1,017	8.3%	2,394,937	8.7%
60	1,710	13.6%	4,437,908	14.4%	1,786	14.6%	4,119,782	14.9%
90	7,104	56.5%	16,789,141	54.6%	7,398	60.3%	16,694,986	60.4%
100	0	0.0%	0	0.0%	1,785	14.6%	3,855,855	13.9%
180	265	2.1%	613,297	2.0%	280	2.3%	578,672	2.1%
Total	12,566	100.0%	30,727,521	100.0%	12,266	100.0%	27,644,232	100.0%
Benefit Period								
365	226	1.8%	263,485	0.9%	200	1.6%	196,979	0.7%
730	1,433	11.4%	2,757,963	9.0%	2,090	17.0%	3,731,475	13.5%
1095	4,825	38.4%	10,831,940	35.3%	5,809	47.4%	12,479,181	45.1%
1460	1,722	13.7%	4,405,179	14.3%	1,717	14.0%	4,322,057	15.6%
1825	2,934	23.3%	7,653,598	24.9%	1,911	15.6%	5,101,640	18.5%
10950	1,426	11.3%	4,815,356	15.7%	539	4.4%	1,812,899	6.6%
Total	12,566	100.0%	30,727,521	100.0%	12,266	100.0%	27,644,232	100.0%
Marital Status								
Single	2,170	17.3%	6,054,862	19.7%	1,841	15.0%	5,066,629	18.3%
Married 1-insured	2,133	17.0%	5,610,008	18.3%	2,122	17.3%	5,524,312	20.0%
Married 2-insureds	8,263	65.8%	19,062,651	62.0%	8,303	67.7%	17,053,291	61.7%
Total	12,566	100.0%	30,727,521	100.0%	12,266	100.0%	27,644,232	100.0%

CMFG Life Insurance Company Number of Policyholders as of December 31, 2020					
State	Product Series				Total
	1993	1997*	2002	2006	
AL	4	5	21	132	162
AK	1	7	8	2	18
AZ	8	55	597	300	960
AR	-	2	13	3	18
CA	5	29	2,235	1,074	3,343
CO	18	16	30	235	299
CT	-	1	628	501	1,130
DE	-	5	104	189	298
DC	-	3	86	45	134
FL	-	87	1,073	1,291	2,451
GA	10	38	597	462	1,107
HI	3	16	7	11	37
ID	-	17	18	2	37
IL	9	62	372	622	1,065
IN	1	6	9	22	38
IA	9	155	202	143	509
KS	1	22	132	228	383
KY	-	5	20	9	34
LA	4	5	12	54	75
ME	-	-	-	-	-
MD	-	20	775	741	1,536
MA	-	5	166	224	395
MI	6	78	483	625	1,192
MN	-	40	302	226	568
MS	-	-	6	4	10
MO	1	47	266	414	728
MT	1	9	1	-	11
NE	1	2	6	1	10
NV	1	24	29	6	60
NH	-	2	11	48	61
NJ	-	7	204	384	595
NM	-	11	91	43	145
NY	-	-	-	-	-
NC	-	29	434	496	959
ND	1	-	-	-	1
OH	23	79	22	26	150
OK	3	16	6	2	27
OR	6	92	95	2	195
PA	10	86	455	862	1,413
RI	-	-	28	29	57
SC	-	47	205	537	789
SD	-	-	-	-	-
TN	7	82	90	19	198
TX	16	133	734	1,059	1,942
UT	6	25	29	35	95
VT	-	22	14	-	36
VA	10	70	1,757	1,083	2,920
WA	10	38	100	30	178
WV	-	-	4	10	14
WI	4	462	80	31	577
WY	-	-	9	4	13
Total	179	1,962	12,566	12,266	26,973

*Excludes policies with single-pay premium option

CMFG Life Insurance Company Annualized Premium as of December 31, 2020					
State	Product Series				Total
	1993	1997*	2002	2006	
AL	3,766	7,295	45,969	320,765	377,795
AK	2,700	9,863	47,676	3,550	63,789
AZ	9,345	89,503	1,659,029	858,739	2,616,616
AR	-	1,790	14,961	2,468	19,218
CA	4,699	34,491	4,779,409	2,168,519	6,987,119
CO	38,670	34,670	92,884	570,771	736,995
CT	-	2,147	1,349,699	1,022,890	2,374,736
DE	-	6,310	240,340	391,919	638,569
DC	-	5,246	224,897	108,780	338,922
FL	-	99,414	2,430,558	3,082,231	5,612,204
GA	13,581	57,635	1,915,188	1,372,370	3,358,774
HI	4,826	31,790	16,924	18,734	72,274
ID	-	20,851	24,943	1,066	46,860
IL	17,707	117,231	888,941	1,421,531	2,445,411
IN	569	7,948	13,749	35,806	58,072
IA	8,500	138,630	434,012	263,512	844,654
KS	1,634	35,672	220,781	484,932	743,018
KY	-	3,227	53,659	19,010	75,896
LA	5,131	5,632	19,914	89,516	120,193
ME	-	-	-	-	-
MD	-	40,588	1,860,003	1,501,588	3,402,178
MA	-	8,656	394,108	511,149	913,913
MI	7,203	135,122	1,117,889	1,410,124	2,670,338
MN	-	64,353	721,171	485,436	1,270,961
MS	-	-	15,646	6,717	22,363
MO	590	50,798	559,898	721,259	1,332,545
MT	1,603	9,893	3,232	-	14,729
NE	2,742	972	28,959	2,246	34,919
NV	1,437	42,660	76,491	15,956	136,544
NH	-	3,267	22,704	93,810	119,781
NJ	-	15,229	656,926	868,664	1,540,820
NM	-	14,435	236,079	101,420	351,933
NY	-	-	-	-	-
NC	-	39,245	944,918	1,094,195	2,078,358
ND	4,401	-	-	-	4,401
OH	26,724	96,445	35,154	49,458	207,781
OK	4,238	26,543	15,133	1,125	47,039
OR	9,733	158,942	213,536	8,544	390,755
PA	17,385	150,407	1,146,614	1,730,740	3,045,146
RI	-	-	61,410	56,261	117,671
SC	-	60,424	455,549	1,177,682	1,693,656
SD	-	-	-	-	-
TN	6,631	81,665	242,320	72,498	403,114
TX	27,596	226,111	1,963,282	2,529,054	4,746,044
UT	5,836	45,921	76,080	88,442	216,279
VT	-	22,083	30,153	-	52,236
VA	12,302	109,124	4,867,948	2,672,533	7,661,908
WA	16,658	66,447	224,306	68,861	376,272
WV	-	-	10,697	26,769	37,466
WI	8,169	296,394	252,030	93,874	650,467
WY	-	-	21,750	18,716	40,465
Total	264,378	2,475,069	30,727,521	27,644,232	61,111,199

*Excludes policies with single-pay premium option

Exhibit 3A - Voluntary Lapse Study
CMFG Life Insurance Company
Experience by Policy Duration
All Business

Policy Duration	Total	Total Terminations		Mortality Rate		Voluntary Lapse Rate			
	Lives	Count	Rate	Actual	Expected	Actual	Implied	Current (1993 and 1997 Products)	Current (2002 and 2006 Products)
1	37,463	2,337	6.2%	0.1%	0.1%	6.1%	6.1%	6.0%	6.0%
2	35,126	1,441	4.1%	0.2%	0.1%	3.9%	4.0%	4.0%	4.0%
3	33,685	983	2.9%	0.3%	0.2%	2.7%	2.7%	3.0%	3.0%
4	32,702	840	2.6%	0.3%	0.2%	2.3%	2.3%	2.0%	2.0%
5	31,862	718	2.3%	0.3%	0.3%	1.9%	2.0%	2.0%	2.0%
6	31,144	653	2.1%	0.5%	0.4%	1.6%	1.7%	1.5%	1.5%
7	30,489	622	2.0%	0.6%	0.5%	1.5%	1.6%	1.5%	1.5%
8	29,867	574	1.9%	0.6%	0.6%	1.3%	1.4%	1.5%	1.5%
9	29,292	552	1.9%	0.7%	0.6%	1.2%	1.3%	1.0%	2.0%
10	28,722	760	2.6%	0.7%	0.8%	1.9%	1.9%	1.0%	2.0%
11	23,671	733	3.1%	0.8%	0.9%	2.3%	2.2%	1.0%	2.0%
12	19,161	585	3.1%	1.0%	1.1%	2.0%	2.0%	1.0%	2.0%
13	14,522	400	2.8%	1.1%	1.2%	1.6%	1.5%	1.0%	2.0%
14	9,668	281	2.9%	1.4%	1.5%	1.5%	1.4%	1.0%	2.0%
15	5,958	187	3.1%	1.5%	1.7%	1.7%	1.4%	1.0%	2.0%
16	4,076	126	3.1%	1.7%	2.0%	1.4%	1.1%	1.0%	2.0%
17	2,925	89	3.0%	1.8%	2.0%	1.2%	1.0%	1.0%	2.0%
18	2,274	101	4.4%	2.5%	2.2%	1.9%	2.3%	1.0%	2.0%
19	1,819	40	2.2%	1.3%	2.4%	0.9%	-0.2%	1.0%	2.0%
20	1,405	42	3.0%	1.8%	2.6%	1.2%	0.4%	1.0%	2.0%
21	998	31	3.1%	2.6%	2.9%	0.5%	0.2%	1.0%	2.0%
22	445	30	6.7%	5.4%	4.4%	1.3%	2.3%	1.0%	2.0%
23	224	23	10.3%	9.4%	5.8%	0.9%	4.4%	1.0%	2.0%
24	161	17	10.6%	7.5%	6.1%	3.1%	4.5%	1.0%	2.0%
25	103	8	7.8%	4.9%	6.5%	2.9%	1.3%	1.0%	2.0%
26	41	4	9.8%	9.8%	6.3%	0.0%	3.4%	1.0%	2.0%
27	12	1	8.3%	8.3%	7.4%	0.0%	0.9%	1.0%	2.0%
Total	407,815	12,178	3.0%	0.6%	0.6%	2.4%	2.4%		

Weighted Average Lapse Rate Durations 6+ =>	1.6%	1.6%
Weighted Average Lapse Rate Durations 8+ =>	1.7%	1.6%
Weighted Average Lapse Rate Durations 10+ =>	1.9%	1.8%

Notes:

- 1) Experience from inception through December 31, 2020
- 2) Actual Mortality Rate based on either match to Death Master File or termination reason coded as "death"
- 3) Expected Mortality Rate based on Annuity 2000 table projected to 2009 along with selection factors
- 4) Actual Voluntary Lapse Rate is the Total Termination Rate minus the Actual Mortality Rate
- 5) Implied Voluntary Lapse Rate is the Total Termination Rate minus the Expected Mortality Rate
- 6) Current Voluntary Lapse Rates are provided by CMFG Life Insurance Company
- 7) Includes only lifetime pay policies (excludes single pay, 10 pay and paid-up at 65)

Exhibit 3B - Voluntary Lapse Study
CMFG Life Insurance Company
Experience by Policy Duration
Female

Policy Duration	Total	Total Terminations		Mortality Rate		Voluntary Lapse Rate			
	Lives	Count	Rate	Actual	Expected	Actual	Implied	Current (1993 and 1997 Products)	Current (2002 and 2006 Products)
1	22,095	1,460	6.6%	0.1%	0.1%	6.5%	6.5%	6.0%	6.0%
2	20,635	864	4.2%	0.2%	0.1%	4.0%	4.1%	4.0%	4.0%
3	19,771	604	3.1%	0.2%	0.1%	2.8%	2.9%	3.0%	3.0%
4	19,167	476	2.5%	0.2%	0.2%	2.3%	2.3%	2.0%	2.0%
5	18,691	409	2.2%	0.2%	0.2%	2.0%	2.0%	2.0%	2.0%
6	18,282	351	1.9%	0.4%	0.3%	1.6%	1.6%	1.5%	1.5%
7	17,930	352	2.0%	0.5%	0.4%	1.5%	1.6%	1.5%	1.5%
8	17,578	307	1.7%	0.4%	0.5%	1.3%	1.3%	1.5%	1.5%
9	17,270	287	1.7%	0.5%	0.5%	1.2%	1.2%	1.0%	2.0%
10	16,971	436	2.6%	0.6%	0.6%	2.0%	2.0%	1.0%	2.0%
11	14,045	417	3.0%	0.6%	0.7%	2.3%	2.2%	1.0%	2.0%
12	11,385	336	3.0%	0.8%	0.9%	2.2%	2.1%	1.0%	2.0%
13	8,691	230	2.6%	0.9%	1.0%	1.7%	1.6%	1.0%	2.0%
14	5,846	154	2.6%	1.1%	1.2%	1.5%	1.4%	1.0%	2.0%
15	3,654	104	2.8%	1.1%	1.5%	1.7%	1.3%	1.0%	2.0%
16	2,519	58	2.3%	1.2%	1.7%	1.2%	0.6%	1.0%	2.0%
17	1,825	52	2.8%	1.5%	1.8%	1.4%	1.0%	1.0%	2.0%
18	1,409	61	4.3%	2.3%	2.0%	2.1%	2.4%	1.0%	2.0%
19	1,125	26	2.3%	1.3%	2.1%	1.0%	0.2%	1.0%	2.0%
20	863	19	2.2%	1.3%	2.3%	0.9%	-0.1%	1.0%	2.0%
21	618	22	3.6%	2.9%	2.7%	0.6%	0.9%	1.0%	2.0%
22	280	12	4.3%	3.2%	4.1%	1.1%	0.2%	1.0%	2.0%
23	154	16	10.4%	9.7%	5.6%	0.6%	4.8%	1.0%	2.0%
24	107	10	9.3%	5.6%	5.7%	3.7%	3.6%	1.0%	2.0%
25	70	8	11.4%	7.1%	6.2%	4.3%	5.2%	1.0%	2.0%
26	28	2	7.1%	7.1%	5.9%	0.0%	1.3%	1.0%	2.0%
27	7	0	0.0%	0.0%	6.5%	0.0%	-6.5%	1.0%	2.0%
Total	241,016	7,073	2.9%	0.5%	0.5%	2.5%	2.5%		

Weighted Average Lapse Rate Durations 6+ =>	1.6%	1.6%
Weighted Average Lapse Rate Durations 8+ =>	1.7%	1.6%
Weighted Average Lapse Rate Durations 10+ =>	1.9%	1.8%

Notes:

- 1) Experience from inception through December 31, 2020
- 2) Actual Mortality Rate based on either match to Death Master File or termination reason coded as "death"
- 3) Expected Mortality Rate based on Annuity 2000 table projected to 2009 along with selection factors
- 4) Actual Voluntary Lapse Rate is the Total Termination Rate minus the Actual Mortality Rate
- 5) Implied Voluntary Lapse Rate is the Total Termination Rate minus the Expected Mortality Rate
- 6) Current Voluntary Lapse Rates are provided by CMFG Life Insurance Company
- 7) Includes only lifetime pay policies (excludes single pay, 10 pay and paid-up at 65)

Exhibit 3C - Voluntary Lapse Study
CMFG Life Insurance Company
Experience by Policy Duration
Male

Policy Duration	Total	Total Terminations		Mortality Rate		Voluntary Lapse Rate			
	Lives	Count	Rate	Actual	Expected	Actual	Implied	Current (1993 and 1997 Products)	Current (2002 and 2006 Products)
1	15,368	877	5.7%	0.2%	0.1%	5.5%	5.6%	6.0%	6.0%
2	14,491	577	4.0%	0.4%	0.2%	3.6%	3.8%	4.0%	4.0%
3	13,914	379	2.7%	0.4%	0.2%	2.4%	2.5%	3.0%	3.0%
4	13,535	364	2.7%	0.4%	0.3%	2.3%	2.4%	2.0%	2.0%
5	13,171	309	2.3%	0.5%	0.4%	1.9%	2.0%	2.0%	2.0%
6	12,862	302	2.3%	0.7%	0.5%	1.7%	1.9%	1.5%	1.5%
7	12,559	270	2.1%	0.7%	0.6%	1.4%	1.6%	1.5%	1.5%
8	12,289	267	2.2%	0.8%	0.7%	1.3%	1.4%	1.5%	1.5%
9	12,022	265	2.2%	1.0%	0.8%	1.2%	1.4%	1.0%	2.0%
10	11,751	324	2.8%	0.9%	1.0%	1.9%	1.8%	1.0%	2.0%
11	9,626	316	3.3%	1.1%	1.2%	2.2%	2.1%	1.0%	2.0%
12	7,776	249	3.2%	1.4%	1.4%	1.9%	1.8%	1.0%	2.0%
13	5,831	170	2.9%	1.4%	1.5%	1.5%	1.4%	1.0%	2.0%
14	3,822	127	3.3%	1.8%	1.8%	1.5%	1.5%	1.0%	2.0%
15	2,304	83	3.6%	2.0%	2.1%	1.6%	1.5%	1.0%	2.0%
16	1,557	68	4.4%	2.6%	2.3%	1.8%	2.1%	1.0%	2.0%
17	1,100	37	3.4%	2.4%	2.4%	1.0%	1.0%	1.0%	2.0%
18	865	40	4.6%	2.9%	2.5%	1.7%	2.1%	1.0%	2.0%
19	694	14	2.0%	1.3%	2.8%	0.7%	-0.8%	1.0%	2.0%
20	542	23	4.2%	2.6%	3.0%	1.7%	1.2%	1.0%	2.0%
21	380	9	2.4%	2.1%	3.2%	0.3%	-0.9%	1.0%	2.0%
22	165	18	10.9%	9.1%	5.1%	1.8%	5.8%	1.0%	2.0%
23	70	7	10.0%	8.6%	6.4%	1.4%	3.6%	1.0%	2.0%
24	54	7	13.0%	11.1%	6.7%	1.9%	6.2%	1.0%	2.0%
25	33	0	0.0%	0.0%	7.1%	0.0%	-7.1%	1.0%	2.0%
26	13	2	15.4%	15.4%	7.2%	0.0%	8.2%	1.0%	2.0%
27	5	1	20.0%	20.0%	8.6%	0.0%	11.4%	1.0%	2.0%
Total	166,799	5,105	3.1%	0.8%	0.7%	2.3%	2.4%		

Weighted Average Lapse Rate Durations 6+ =>	1.6%	1.6%
Weighted Average Lapse Rate Durations 8+ =>	1.6%	1.6%
Weighted Average Lapse Rate Durations 10+ =>	1.8%	1.7%

Notes:

- 1) Experience from inception through December 31, 2020
- 2) Actual Mortality Rate based on either match to Death Master File or termination reason coded as "death"
- 3) Expected Mortality Rate based on Annuity 2000 table projected to 2009 along with selection factors
- 4) Actual Voluntary Lapse Rate is the Total Termination Rate minus the Actual Mortality Rate
- 5) Implied Voluntary Lapse Rate is the Total Termination Rate minus the Expected Mortality Rate
- 6) Current Voluntary Lapse Rates are provided by CMFG Life Insurance Company
- 7) Includes only lifetime pay policies (excludes single pay, 10 pay and paid-up at 65)

Exhibit 3D - Voluntary Lapse Study
CMFG Life Insurance Company
Experience by Policy Duration
1993 Product

Policy Duration	Total Lives	Total Terminations		Mortality Rate		Voluntary Lapse Rate		
		Count	Rate	Actual	Expected	Actual	Implied	"Current"
1	547	22	4.0%	0.5%	0.2%	3.5%	3.8%	6.0%
2	525	15	2.9%	0.4%	0.3%	2.5%	2.6%	4.0%
3	510	11	2.2%	1.0%	0.4%	1.2%	1.7%	3.0%
4	499	14	2.8%	2.0%	0.6%	0.8%	2.2%	2.0%
5	485	5	1.0%	0.4%	0.8%	0.6%	0.2%	2.0%
6	480	4	0.8%	0.8%	1.0%	0.0%	-0.2%	1.5%
7	476	11	2.3%	1.5%	1.3%	0.8%	1.0%	1.5%
8	465	4	0.9%	0.9%	1.6%	0.0%	-0.7%	1.5%
9	461	16	3.5%	2.6%	1.9%	0.9%	1.6%	1.0%
10	445	9	2.0%	1.3%	2.1%	0.7%	-0.1%	1.0%
11	436	16	3.7%	2.5%	2.3%	1.1%	1.4%	1.0%
12	420	13	3.1%	1.2%	2.5%	1.9%	0.6%	1.0%
13	407	17	4.2%	2.5%	2.7%	1.7%	1.5%	1.0%
14	390	13	3.3%	2.8%	2.9%	0.5%	0.4%	1.0%
15	377	18	4.8%	2.9%	3.2%	1.9%	1.6%	1.0%
16	359	11	3.1%	1.9%	3.5%	1.1%	-0.4%	1.0%
17	348	13	3.7%	2.9%	3.8%	0.9%	0.0%	1.0%
18	337	35	10.4%	6.8%	4.1%	3.6%	6.3%	1.0%
19	302	9	3.0%	1.7%	4.4%	1.3%	-1.4%	1.0%
20	293	18	6.1%	3.8%	4.7%	2.4%	1.4%	1.0%
21	275	14	5.1%	3.6%	5.1%	1.5%	0.0%	1.0%
22	259	23	8.9%	7.3%	5.5%	1.5%	3.4%	1.0%
23	219	23	10.5%	9.6%	5.9%	0.9%	4.6%	1.0%
24	161	17	10.6%	7.5%	6.1%	3.1%	4.5%	1.0%
25	103	8	7.8%	4.9%	6.5%	2.9%	1.3%	1.0%
26	41	4	9.8%	9.8%	6.3%	0.0%	3.4%	1.0%
27	12	1	8.3%	8.3%	7.4%	0.0%	0.9%	1.0%
Total	9,632	364	3.8%	2.4%	2.4%	1.4%	1.4%	

Weighted Average Lapse Rate Durations 6+ =>	1.2%	1.1%
Weighted Average Lapse Rate Durations 8+ =>	1.4%	1.2%
Weighted Average Lapse Rate Durations 10+ =>	1.5%	1.4%

Notes:

- 1) Experience from inception through December 31, 2020
- 2) Actual Mortality Rate based on either match to Death Master File or termination reason coded as "death"
- 3) Expected Mortality Rate based on Annuity 2000 table projected to 2009 along with selection factors
- 4) Actual Voluntary Lapse Rate is the Total Termination Rate minus the Actual Mortality Rate
- 5) Implied Voluntary Lapse Rate is the Total Termination Rate minus the Expected Mortality Rate
- 6) Current Voluntary Lapse Rates are provided by CMFG Life Insurance Company
- 7) Includes only lifetime pay policies (excludes single pay, 10 pay and paid-up at 65)

Exhibit 3E - Voluntary Lapse Study
CMFG Life Insurance Company
Experience by Policy Duration
1997 Product

Policy Duration	Total Lives	Total Terminations		Mortality Rate		Voluntary Lapse Rate		
		Count	Rate	Actual	Expected	Actual	Implied	"Current"
1	3,332	135	4.1%	0.2%	0.1%	3.9%	4.0%	6.0%
2	3,197	98	3.1%	0.3%	0.1%	2.7%	2.9%	4.0%
3	3,099	80	2.6%	0.2%	0.2%	2.4%	2.4%	3.0%
4	3,019	68	2.3%	0.3%	0.3%	2.0%	2.0%	2.0%
5	2,951	63	2.1%	0.4%	0.4%	1.7%	1.8%	2.0%
6	2,888	55	1.9%	0.6%	0.5%	1.4%	1.4%	1.5%
7	2,831	69	2.4%	0.7%	0.6%	1.7%	1.8%	1.5%
8	2,762	62	2.2%	0.7%	0.7%	1.6%	1.5%	1.5%
9	2,699	60	2.2%	0.7%	0.9%	1.5%	1.3%	1.0%
10	2,639	60	2.3%	0.5%	1.0%	1.8%	1.3%	1.0%
11	2,579	57	2.2%	0.6%	1.1%	1.6%	1.1%	1.0%
12	2,522	72	2.9%	0.7%	1.2%	2.2%	1.7%	1.0%
13	2,450	74	3.0%	1.1%	1.3%	1.9%	1.7%	1.0%
14	2,376	69	2.9%	1.0%	1.4%	1.9%	1.5%	1.0%
15	2,307	64	2.8%	1.0%	1.5%	1.7%	1.3%	1.0%
16	2,243	60	2.7%	1.2%	1.6%	1.4%	1.1%	1.0%
17	2,170	58	2.7%	1.5%	1.7%	1.2%	1.0%	1.0%
18	1,937	66	3.4%	1.8%	1.8%	1.7%	1.6%	1.0%
19	1,517	31	2.0%	1.3%	2.0%	0.8%	0.1%	1.0%
20	1,112	24	2.2%	1.3%	2.0%	0.9%	0.1%	1.0%
21	723	17	2.4%	2.2%	2.0%	0.1%	0.3%	1.0%
22	186	7	3.8%	2.7%	3.0%	1.1%	0.8%	1.0%
23	5	0	0.0%	0.0%	4.8%	0.0%	-4.8%	1.0%
Total	51,544	1,349	2.6%	0.8%	0.9%	1.9%	1.7%	

Weighted Average Lapse Rate Durations 6+ =>	1.6%	1.3%
Weighted Average Lapse Rate Durations 8+ =>	1.6%	1.2%
Weighted Average Lapse Rate Durations 10+ =>	1.6%	1.2%

Notes:

- 1) Experience from inception through December 31, 2020
- 2) Actual Mortality Rate based on either match to Death Master File or termination reason coded as "death"
- 3) Expected Mortality Rate based on Annuity 2000 table projected to 2009 along with selection factors
- 4) Actual Voluntary Lapse Rate is the Total Termination Rate minus the Actual Mortality Rate
- 5) Implied Voluntary Lapse Rate is the Total Termination Rate minus the Expected Mortality Rate
- 6) Current Voluntary Lapse Rates are provided by CMFG Life Insurance Company
- 7) Includes only lifetime pay policies (excludes single pay, 10 pay and paid-up at 65)

Exhibit 3F - Voluntary Lapse Study
CMFG Life Insurance Company
Experience by Policy Duration
2002 Product

Policy Duration	Total Lives	Total Terminations		Mortality Rate		Voluntary Lapse Rate		
		Count	Rate	Actual	Expected	Actual	Implied	"Current"
1	16,663	1,136	6.8%	0.1%	0.1%	6.7%	6.7%	6.0%
2	15,527	682	4.4%	0.2%	0.1%	4.2%	4.3%	4.0%
3	14,845	479	3.2%	0.3%	0.2%	2.9%	3.0%	3.0%
4	14,366	400	2.8%	0.3%	0.2%	2.5%	2.5%	2.0%
5	13,966	325	2.3%	0.3%	0.3%	2.0%	2.1%	2.0%
6	13,641	293	2.1%	0.5%	0.3%	1.6%	1.8%	1.5%
7	13,348	284	2.1%	0.7%	0.4%	1.4%	1.7%	1.5%
8	13,064	233	1.8%	0.5%	0.5%	1.3%	1.2%	1.5%
9	12,831	212	1.7%	0.5%	0.6%	1.1%	1.1%	2.0%
10	12,619	334	2.6%	0.7%	0.7%	2.0%	1.9%	2.0%
11	12,285	410	3.3%	0.7%	0.9%	2.6%	2.5%	2.0%
12	11,693	363	3.1%	1.1%	1.0%	2.0%	2.1%	2.0%
13	10,288	279	2.7%	1.0%	1.1%	1.7%	1.6%	2.0%
14	6,902	199	2.9%	1.4%	1.4%	1.4%	1.5%	2.0%
15	3,274	105	3.2%	1.6%	1.8%	1.6%	1.5%	2.0%
16	1,474	55	3.7%	2.3%	2.1%	1.4%	1.6%	2.0%
17	407	18	4.4%	2.7%	2.3%	1.7%	2.1%	2.0%
Total	187,193	5,807	3.1%	0.6%	0.5%	2.5%	2.6%	

Notes:

- 1) Experience from inception through December 31, 2020
- 2) Actual Mortality Rate based on either match to Death Master File or termination reason coded as "death"
- 3) Expected Mortality Rate based on Annuity 2000 table projected to 2009 along with selection factors
- 4) Actual Voluntary Lapse Rate is the Total Termination Rate minus the Actual Mortality Rate
- 5) Implied Voluntary Lapse Rate is the Total Termination Rate minus the Expected Mortality Rate
- 6) Current Voluntary Lapse Rates are provided by CMFG Life Insurance Company
- 7) Includes only lifetime pay policies (excludes single pay, 10 pay and paid-up at 65)

Exhibit 3G - Voluntary Lapse Study
CMFG Life Insurance Company
Experience by Policy Duration
2006 Product

Policy Duration	Total Lives	Total Terminations		Mortality Rate		Voluntary Lapse Rate		
		Count	Rate	Actual	Expected	Actual	Implied	"Current"
1	16,921	1,044	6.2%	0.1%	0.1%	6.1%	6.1%	6.0%
2	15,877	646	4.1%	0.2%	0.1%	3.8%	3.9%	4.0%
3	15,231	413	2.7%	0.2%	0.2%	2.5%	2.5%	3.0%
4	14,818	358	2.4%	0.2%	0.2%	2.2%	2.2%	2.0%
5	14,460	325	2.2%	0.3%	0.3%	1.9%	2.0%	2.0%
6	14,135	301	2.1%	0.4%	0.3%	1.7%	1.8%	1.5%
7	13,834	258	1.9%	0.4%	0.4%	1.5%	1.4%	1.5%
8	13,576	275	2.0%	0.6%	0.5%	1.4%	1.5%	1.5%
9	13,301	264	2.0%	0.7%	0.6%	1.3%	1.4%	2.0%
10	13,019	357	2.7%	0.8%	0.7%	2.0%	2.0%	2.0%
11	8,371	250	3.0%	0.9%	0.9%	2.1%	2.1%	2.0%
12	4,526	137	3.0%	1.0%	1.0%	2.0%	2.0%	2.0%
13	1,377	30	2.2%	1.3%	1.2%	0.9%	1.0%	2.0%
Total	159,446	4,658	2.9%	0.4%	0.4%	2.5%	2.5%	

Notes:

- 1) Experience from inception through December 31, 2020
- 2) Actual Mortality Rate based on either match to Death Master File or termination reason coded as "death"
- 3) Expected Mortality Rate based on Annuity 2000 table projected to 2009 along with selection factors
- 4) Actual Voluntary Lapse Rate is the Total Termination Rate minus the Actual Mortality Rate
- 5) Implied Voluntary Lapse Rate is the Total Termination Rate minus the Expected Mortality Rate
- 6) Current Voluntary Lapse Rates are provided by CMFG Life Insurance Company
- 7) Includes only lifetime pay policies (excludes single pay, 10 pay and paid-up at 65)

Exhibit 3H - Voluntary Lapse Study
CMFG Life Insurance Company
Experience by Policy Duration
Single

Policy Duration	Total	Total Terminations		Mortality Rate		Voluntary Lapse Rate			
	Lives	Count	Rate	Actual	Expected	Actual	Implied	Current (1993 and 1997 Products)	Current (2002 and 2006 Products)
1	8,282	694	8.4%	0.2%	0.1%	8.2%	8.3%	6.0%	6.0%
2	7,588	443	5.8%	0.2%	0.1%	5.6%	5.7%	4.0%	4.0%
3	7,145	283	4.0%	0.3%	0.2%	3.7%	3.8%	3.0%	3.0%
4	6,862	234	3.4%	0.3%	0.3%	3.1%	3.1%	2.0%	2.0%
5	6,628	208	3.1%	0.4%	0.3%	2.7%	2.8%	2.0%	2.0%
6	6,420	161	2.5%	0.6%	0.4%	1.9%	2.1%	1.5%	1.5%
7	6,259	185	3.0%	0.9%	0.5%	2.1%	2.4%	1.5%	1.5%
8	6,074	166	2.7%	0.7%	0.7%	2.1%	2.1%	1.5%	1.5%
9	5,908	158	2.7%	0.9%	0.8%	1.8%	1.9%	1.0%	2.0%
10	5,747	189	3.3%	0.6%	0.9%	2.6%	2.4%	1.0%	2.0%
11	4,866	179	3.7%	1.0%	1.1%	2.6%	2.6%	1.0%	2.0%
12	4,136	160	3.9%	1.1%	1.3%	2.8%	2.6%	1.0%	2.0%
13	3,371	121	3.6%	1.6%	1.5%	2.0%	2.1%	1.0%	2.0%
14	2,576	84	3.3%	1.4%	1.8%	1.9%	1.5%	1.0%	2.0%
15	1,900	76	4.0%	2.0%	2.1%	2.0%	1.9%	1.0%	2.0%
16	1,536	47	3.1%	1.6%	2.3%	1.5%	0.7%	1.0%	2.0%
17	1,293	49	3.8%	2.2%	2.5%	1.6%	1.3%	1.0%	2.0%
18	1,073	68	6.3%	3.9%	2.7%	2.4%	3.6%	1.0%	2.0%
19	858	24	2.8%	1.6%	3.0%	1.2%	-0.2%	1.0%	2.0%
20	684	31	4.5%	2.5%	3.3%	2.0%	1.2%	1.0%	2.0%
21	518	21	4.1%	3.1%	3.9%	1.0%	0.2%	1.0%	2.0%
22	321	27	8.4%	6.5%	5.2%	1.9%	3.2%	1.0%	2.0%
23	219	23	10.5%	9.6%	5.9%	0.9%	4.6%	1.0%	2.0%
24	161	17	10.6%	7.5%	6.1%	3.1%	4.5%	1.0%	2.0%
25	103	8	7.8%	4.9%	6.5%	2.9%	1.3%	1.0%	2.0%
26	41	4	9.8%	9.8%	6.3%	0.0%	3.4%	1.0%	2.0%
27	12	1	8.3%	8.3%	7.4%	0.0%	0.9%	1.0%	2.0%
Total	90,581	3,661	4.0%	0.8%	0.8%	3.2%	3.2%		

Weighted Average Lapse Rate Durations 6+ =>	2.1%	2.1%
Weighted Average Lapse Rate Durations 8+ =>	2.2%	2.1%
Weighted Average Lapse Rate Durations 10+ =>	2.3%	2.1%

Notes:

- 1) Experience from inception through December 31, 2020
- 2) Actual Mortality Rate based on either match to Death Master File or termination reason coded as "death"
- 3) Expected Mortality Rate based on Annuity 2000 table projected to 2009 along with selection factors
- 4) Actual Voluntary Lapse Rate is the Total Termination Rate minus the Actual Mortality Rate
- 5) Implied Voluntary Lapse Rate is the Total Termination Rate minus the Expected Mortality Rate
- 6) Current Voluntary Lapse Rates are provided by CMFG Life Insurance Company
- 7) Includes only lifetime pay policies (excludes single pay, 10 pay and paid-up at 65)

Exhibit 3I - Voluntary Lapse Study
CMFG Life Insurance Company
Experience by Policy Duration
Married

Policy Duration	Total Lives	Total Terminations		Mortality Rate		Voluntary Lapse Rate			
		Count	Rate	Actual	Expected	Actual	Implied	Current (1993 and 1997 Products)	Current (2002 and 2006 Products)
1	29,181	1,643	5.6%	0.1%	0.1%	5.5%	5.5%	6.0%	6.0%
2	27,538	998	3.6%	0.3%	0.1%	3.4%	3.5%	4.0%	4.0%
3	26,540	700	2.6%	0.3%	0.2%	2.4%	2.5%	3.0%	3.0%
4	25,840	606	2.3%	0.3%	0.2%	2.1%	2.1%	2.0%	2.0%
5	25,234	510	2.0%	0.3%	0.3%	1.7%	1.8%	2.0%	2.0%
6	24,724	492	2.0%	0.5%	0.3%	1.5%	1.6%	1.5%	1.5%
7	24,230	437	1.8%	0.5%	0.4%	1.3%	1.4%	1.5%	1.5%
8	23,793	408	1.7%	0.6%	0.5%	1.1%	1.2%	1.5%	1.5%
9	23,384	394	1.7%	0.6%	0.6%	1.1%	1.1%	1.0%	2.0%
10	22,975	571	2.5%	0.7%	0.7%	1.8%	1.8%	1.0%	2.0%
11	18,805	554	2.9%	0.8%	0.9%	2.2%	2.1%	1.0%	2.0%
12	15,025	425	2.8%	1.0%	1.0%	1.8%	1.8%	1.0%	2.0%
13	11,151	279	2.5%	1.0%	1.1%	1.5%	1.4%	1.0%	2.0%
14	7,092	197	2.8%	1.4%	1.4%	1.4%	1.4%	1.0%	2.0%
15	4,058	111	2.7%	1.2%	1.6%	1.5%	1.2%	1.0%	2.0%
16	2,540	79	3.1%	1.8%	1.7%	1.3%	1.4%	1.0%	2.0%
17	1,632	40	2.5%	1.5%	1.7%	0.9%	0.8%	1.0%	2.0%
18	1,201	33	2.7%	1.2%	1.7%	1.5%	1.1%	1.0%	2.0%
19	961	16	1.7%	1.0%	1.8%	0.6%	-0.2%	1.0%	2.0%
20	721	11	1.5%	1.1%	1.9%	0.4%	-0.4%	1.0%	2.0%
21	480	10	2.1%	2.1%	1.8%	0.0%	0.3%	1.0%	2.0%
22	124	3	2.4%	2.4%	2.6%	0.0%	-0.1%	1.0%	2.0%
23	5	0	0.0%	0.0%	4.8%	0.0%	-4.8%	1.0%	2.0%
Total	317,234	8,517	2.7%	0.5%	0.5%	2.2%	2.2%		

Weighted Average Lapse Rate Durations 6+ =>	1.5%	1.5%
Weighted Average Lapse Rate Durations 8+ =>	1.5%	1.5%
Weighted Average Lapse Rate Durations 10+ =>	1.7%	1.6%

Notes:

- 1) Experience from inception through December 31, 2020
- 2) Actual Mortality Rate based on either match to Death Master File or termination reason coded as "death"
- 3) Expected Mortality Rate based on Annuity 2000 table projected to 2009 along with selection factors
- 4) Actual Voluntary Lapse Rate is the Total Termination Rate minus the Actual Mortality Rate
- 5) Implied Voluntary Lapse Rate is the Total Termination Rate minus the Expected Mortality Rate
- 6) Current Voluntary Lapse Rates are provided by CMFG Life Insurance Company
- 7) Includes only lifetime pay policies (excludes single pay, 10 pay and paid-up at 65)

Exhibit 3K - Voluntary Lapse Study
CMFG Life Insurance Company
Experience by Policy Duration
Policies without Inflation Protection

Policy Duration	Total	Total Terminations		Mortality Rate		Voluntary Lapse Rate			
	Lives	Count	Rate	Actual	Expected	Actual	Implied	Current (1993 and 1997 Products)	Current (2002 and 2006 Products)
1	7,080	471	6.7%	0.2%	0.1%	6.4%	6.5%	6.0%	6.0%
2	6,609	280	4.2%	0.4%	0.2%	3.8%	4.0%	4.0%	4.0%
3	6,329	181	2.9%	0.6%	0.3%	2.3%	2.6%	3.0%	3.0%
4	6,148	157	2.6%	0.5%	0.4%	2.0%	2.2%	2.0%	2.0%
5	5,991	158	2.6%	0.5%	0.5%	2.1%	2.2%	2.0%	2.0%
6	5,833	137	2.3%	0.8%	0.6%	1.6%	1.8%	1.5%	1.5%
7	5,696	150	2.6%	0.9%	0.8%	1.8%	1.9%	1.5%	1.5%
8	5,546	135	2.4%	1.1%	0.9%	1.3%	1.5%	1.5%	1.5%
9	5,410	140	2.6%	1.1%	1.0%	1.4%	1.5%	1.0%	2.0%
10	5,269	166	3.2%	0.9%	1.2%	2.2%	1.9%	1.0%	2.0%
11	4,480	172	3.8%	1.5%	1.5%	2.4%	2.4%	1.0%	2.0%
12	3,787	153	4.0%	1.7%	1.7%	2.4%	2.3%	1.0%	2.0%
13	3,023	114	3.8%	2.2%	1.9%	1.6%	1.9%	1.0%	2.0%
14	2,325	113	4.9%	2.3%	2.2%	2.6%	2.7%	1.0%	2.0%
15	1,691	78	4.6%	2.5%	2.5%	2.1%	2.1%	1.0%	2.0%
16	1,304	51	3.9%	2.2%	2.7%	1.7%	1.2%	1.0%	2.0%
17	998	44	4.4%	2.6%	2.8%	1.8%	1.6%	1.0%	2.0%
18	817	56	6.9%	3.9%	2.8%	2.9%	4.0%	1.0%	2.0%
19	682	22	3.2%	2.2%	3.0%	1.0%	0.2%	1.0%	2.0%
20	531	27	5.1%	3.4%	3.3%	1.7%	1.8%	1.0%	2.0%
21	348	17	4.9%	4.3%	3.8%	0.6%	1.1%	1.0%	2.0%
22	173	19	11.0%	9.2%	5.5%	1.7%	5.5%	1.0%	2.0%
23	87	10	11.5%	10.3%	6.9%	1.1%	4.6%	1.0%	2.0%
24	60	12	20.0%	15.0%	7.6%	5.0%	12.4%	1.0%	2.0%
25	34	4	11.8%	2.9%	7.9%	8.8%	3.9%	1.0%	2.0%
26	17	2	11.8%	11.8%	8.0%	0.0%	3.7%	1.0%	2.0%
27	5	1	20.0%	20.0%	10.2%	0.0%	9.8%	1.0%	2.0%
Total	80,273	2,870	3.6%	1.1%	1.0%	2.5%	2.6%		

Weighted Average Lapse Rate Durations 6+ =>	1.9%	1.9%
Weighted Average Lapse Rate Durations 8+ =>	1.9%	2.0%
Weighted Average Lapse Rate Durations 10+ =>	2.1%	2.1%

Notes:

- 1) Experience from inception through December 31, 2020
- 2) Actual Mortality Rate based on either match to Death Master File or termination reason coded as "death"
- 3) Expected Mortality Rate based on Annuity 2000 table projected to 2009 along with selection factors
- 4) Actual Voluntary Lapse Rate is the Total Termination Rate minus the Actual Mortality Rate
- 5) Implied Voluntary Lapse Rate is the Total Termination Rate minus the Expected Mortality Rate
- 6) Current Voluntary Lapse Rates are provided by CMFG Life Insurance Company
- 7) Includes only lifetime pay policies (excludes single pay, 10 pay and paid-up at 65)

Exhibit 3J - Voluntary Lapse Study
CMFG Life Insurance Company
Experience by Policy Duration
Policies with Inflation Protection

Policy Duration	Total Lives	Total Terminations		Mortality Rate		Voluntary Lapse Rate			
		Count	Rate	Actual	Expected	Actual	Implied	Current (1993 and 1997 Products)	Current (2002 and 2006 Products)
1	30,383	1,866	6.1%	0.1%	0.1%	6.0%	6.1%	6.0%	6.0%
2	28,517	1,161	4.1%	0.2%	0.1%	3.9%	4.0%	4.0%	4.0%
3	27,356	802	2.9%	0.2%	0.2%	2.7%	2.8%	3.0%	3.0%
4	26,554	683	2.6%	0.2%	0.2%	2.3%	2.4%	2.0%	2.0%
5	25,871	560	2.2%	0.3%	0.2%	1.9%	1.9%	2.0%	2.0%
6	25,311	516	2.0%	0.4%	0.3%	1.6%	1.7%	1.5%	1.5%
7	24,793	472	1.9%	0.5%	0.4%	1.4%	1.5%	1.5%	1.5%
8	24,321	439	1.8%	0.5%	0.5%	1.3%	1.3%	1.5%	1.5%
9	23,882	412	1.7%	0.6%	0.5%	1.2%	1.2%	1.0%	2.0%
10	23,453	594	2.5%	0.7%	0.7%	1.9%	1.9%	1.0%	2.0%
11	19,191	561	2.9%	0.7%	0.8%	2.3%	2.1%	1.0%	2.0%
12	15,374	432	2.8%	0.9%	0.9%	2.0%	1.9%	1.0%	2.0%
13	11,499	286	2.5%	0.8%	1.0%	1.6%	1.5%	1.0%	2.0%
14	7,343	168	2.3%	1.1%	1.2%	1.2%	1.1%	1.0%	2.0%
15	4,267	109	2.6%	1.1%	1.4%	1.5%	1.1%	1.0%	2.0%
16	2,772	75	2.7%	1.4%	1.6%	1.3%	1.1%	1.0%	2.0%
17	1,927	45	2.3%	1.4%	1.7%	0.9%	0.7%	1.0%	2.0%
18	1,457	45	3.1%	1.7%	1.8%	1.4%	1.3%	1.0%	2.0%
19	1,137	18	1.6%	0.8%	2.0%	0.8%	-0.4%	1.0%	2.0%
20	874	15	1.7%	0.8%	2.2%	0.9%	-0.5%	1.0%	2.0%
21	650	14	2.2%	1.7%	2.4%	0.5%	-0.2%	1.0%	2.0%
22	272	11	4.0%	2.9%	3.8%	1.1%	0.3%	1.0%	2.0%
23	137	13	9.5%	8.8%	5.2%	0.7%	4.3%	1.0%	2.0%
24	101	5	5.0%	3.0%	5.2%	2.0%	-0.2%	1.0%	2.0%
25	69	4	5.8%	5.8%	5.8%	0.0%	0.0%	1.0%	2.0%
26	24	2	8.3%	8.3%	5.1%	0.0%	3.3%	1.0%	2.0%
27	7	0	0.0%	0.0%	5.4%	0.0%	-5.4%	1.0%	2.0%
Total	327,542	9,308	2.8%	0.5%	0.5%	2.4%	2.4%		

Weighted Average Lapse Rate Durations 6+ =>	1.6%	1.5%
Weighted Average Lapse Rate Durations 8+ =>	1.6%	1.5%
Weighted Average Lapse Rate Durations 10+ =>	1.8%	1.6%

Notes:

- 1) Experience from inception through December 31, 2020
- 2) Actual Mortality Rate based on either match to Death Master File or termination reason coded as "death"
- 3) Expected Mortality Rate based on Annuity 2000 table projected to 2009 along with selection factors
- 4) Actual Voluntary Lapse Rate is the Total Termination Rate minus the Actual Mortality Rate
- 5) Implied Voluntary Lapse Rate is the Total Termination Rate minus the Expected Mortality Rate
- 6) Current Voluntary Lapse Rates are provided by CMFG Life Insurance Company
- 7) Includes only lifetime pay policies (excludes single pay, 10 pay and paid-up at 65)

General Model Framework

The formulas listed below describe the calculations used in the model to determine the lifetime loss ratio. The model makes further, more complex calculations in order to consider the timing related to different modal options. The assumptions and other methodologies are further described in the Actuarial Memorandum filed with the state.

Lives Calculations

$$lx(t) = lx(t-1) * (1-qxd(t)) * (1-qxw(t)),$$

where,

$lx(t)$ is the number of lives at time t

x is the issue age of the policy

$qxd(t)$ is the mortality rate for time t

$qxw(t)$ is the voluntary lapse rate for time t

Note: Policies that exhaust benefits are also decremented from the population.

Premium Calculation

$$PP(t) = lx(t-1) * modal_premium * modal_indicator$$

$$EP(t) = PP(t) + [UePR(t) - UePR(t-1)]$$

where,

$PP(t)$ is the paid premium in month t .

$modal_indicator$ is the a flag used to indicate if a premium is paid during the month, based on the bill mode of the policy.

$EP(t)$ is the earned premium in month t .

$UePR(t)$ is the unearned premium reserve at time t .

Note: Waived premium is included in the premium calculation

Incurred Claim Calculation

$$IC(t) = lx(t-1) * CC(t) * SF(t) * salvage(t) * clm_mgt * composite_area * risk_class * j_prime(t) * DB(t) * WOP_load * product_factor$$

where,

$IC(t)$ is the incurred claims in month t

$CC(t)$ is the claim cost per \$1 daily benefit at time t (based on the policy benefits and demographics such as product, benefit period, elimination period, type of coverage and various riders).

$SF(t)$ is the selection factor for month t .

$salvage(t)$ is the salvage factor for month t (reflects that the full daily benefits are not paid out).

clm_mgt is the claim management factor to reflect the level of claim management CUNA Mutual conducts.

$composite_area$ is the composite area factor for a product to reflect the utilization differences by state (one composite factor is used for each product based on the distribution by state).

General Model Framework

Risk_class is the risk class factor which reflects the different morbidity levels for each risk class.

j-prime(t) is the factor to convert all lives ($l_x(t-1)$) to active, healthy lives. The claim cost assumptions should only be applied to those people not already on claim.

DB(t) is the current daily benefit at time t (i.e. daily benefit increased for any inflation benefit option).

WOP_Load is the load to include waiver of premium costs in incurred claims.

product_factor is an experience adjustment factor that varies by product.

Lifetime Loss Ratio

$$LR = (\text{Accum_IC} + \text{PV_IC}) / (\text{Accum_EP} + \text{PV_EP}),$$

where,

LR is the lifetime loss ratio as of 12/31/2020.

Accum_IC is the historical incurred claims accumulated with interest to 12/31/2020.

PV_IC is the future incurred claims discounted with interest to 12/31/2020.

Accum_EP is the historical earned premium accumulated with interest to 12/31/2020.

PV_EP is the future earned premium discounted with interest to 12/31/2020.

For the purposes of accumulating and discounting, a middle of the year timing is assumed.

Exhibit 1A - Claim Study
CMFG Life Insurance Company
Experience by Calendar Year
All Business

2017 Long Term Care Guidelines													
Calendar Year	Total Lives	Actual Claims				Expected Claims			Credibility Measure	Actual to Expected			
		Count	Paid	Reserve	Severity	Incurred	Count	Severity		Incurred	Incidence	Severity	Incurred
2002	3,142	8	1,045,693	-	130,712	1,045,693	7	62,747	457,169	13%	110%	208%	229%
2003	3,930	16	527,034	-	32,940	527,034	10	59,489	566,596	14%	168%	55%	93%
2004	6,192	2	123,092	-	61,546	123,092	13	62,055	805,523	18%	15%	99%	15%
2005	9,240	15	1,616,597	-	107,773	1,616,597	18	64,744	1,136,969	21%	85%	166%	142%
2006	13,577	18	1,360,610	-	75,589	1,360,610	23	67,288	1,562,844	26%	77%	112%	87%
2007	19,106	28	1,495,151	82,164	56,333	1,577,315	31	69,422	2,129,462	31%	91%	81%	74%
2008	24,300	34	2,508,905	-	73,791	2,508,905	39	71,724	2,813,560	35%	87%	103%	89%
2009	28,667	46	3,531,949	263,894	82,518	3,795,843	49	74,190	3,626,863	38%	94%	111%	105%
2010	32,948	54	3,525,093	193,573	68,864	3,718,666	60	76,990	4,594,610	41%	90%	89%	81%
2011	33,606	82	5,398,352	102,810	67,087	5,501,162	71	80,182	5,703,898	41%	115%	84%	96%
2012	32,695	88	6,332,677	929,108	82,520	7,261,785	82	83,799	6,896,331	40%	107%	98%	105%
2013	32,012	91	7,249,863	921,960	89,800	8,171,823	95	87,726	8,337,484	40%	96%	102%	98%
2014	31,166	107	7,313,993	1,750,529	84,715	9,064,522	108	91,364	9,869,215	39%	99%	93%	92%
2015	30,574	118	9,649,855	1,237,222	92,263	10,887,077	124	94,996	11,774,373	39%	95%	97%	92%
2016	29,849	140	10,320,318	2,385,489	90,756	12,705,807	140	99,018	13,842,738	39%	100%	92%	92%
2017	29,132	183	10,458,471	3,542,920	76,510	14,001,391	156	103,431	16,171,191	38%	117%	74%	87%
2018	28,255	205	10,086,517	10,151,206	98,721	20,237,723	171	108,191	18,544,783	38%	120%	91%	109%
2019	27,437	231	7,532,449	17,239,565	107,238	24,772,014	188	111,862	21,013,828	37%	123%	96%	118%
2020	26,836	271	1,989,924	35,029,220	136,470	37,019,144	208	116,595	24,219,681	37%	131%	117%	153%
Total	442,663	1,737	92,066,542	73,829,659	95,492.91	165,896,201	1,593	96,738	154,067,119	100%	109%	99%	108%

Notes:

- 1) Experience from January 1, 2002 through December 31, 2020
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
- 3) Reserve amounts represent the present value of the remaining claim reserve (including IBNR) discounted to the claim incurred date
- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are based on the Milliman 2017 Long-Term Care Guidelines
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula = (Total Lives / 200,000) ^ 0.5
- 8) Expected values include product fitting factors

Exhibit 1B - Claim Study
CMFG Life Insurance Company
Experience by Product Series
All Business

2017 Long Term Care Guidelines													
Product Series	Total Lives	Count	Actual Claims				Expected Claims			Credibility Measure	Actual to Expected		
			Paid	Reserve	Severity	Incurred	Count	Severity	Incurred		Incidence	Severity	Incurred
1993	6,218	116	8,112,959	2,085,905	87,938	10,198,864	139	77,349	10,734,114	18%	84%	114%	95%
1997	46,999	271	17,696,394	11,394,956	107,536	29,091,350	274	84,800	23,269,030	48%	99%	127%	125%
2002	222,753	878	47,975,744	39,168,484	99,230	87,144,227	806	105,169	84,767,660	100%	109%	94%	103%
2006	166,694	473	18,281,445	21,180,314	83,508	39,461,759	374	94,394	35,266,795	91%	126%	88%	112%
Total	442,663	1,737	92,066,542	73,829,659	95,493	165,896,201	1,593	96,709	154,037,600	100%	109%	99%	108%

Notes:

- 1) Experience from January 1, 2002 through December 31, 2020
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
- 3) Reserve amounts represent the present value of the remaining claim reserve (including IBNR) discounted to the claim incurred rate
- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are based on the Milliman 2017 Long-Term Care Guidelines
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula = (Total Lives / 200,000) ^ 0.5
- 8) Expected values include product fitting factors

Exhibit 1C - Claim Study
CMFG Life Insurance Company
Experience by Calendar Year
Product Series: 1993

2017 Long Term Care Guidelines													
Calendar Year	Total Lives	Actual Claims					Expected Claims			Credibility Measure	Actual to Expected		
		Count	Paid	Reserve	Severity	Incurred	Count	Severity	Incurred		Incidence	Severity	Incurred
2002	462	6	581,029	-	96,838	581,029	4	58,013	221,438	5%	157%	167%	262%
2003	450	5	112,377	-	22,475	112,377	4	59,519	260,777	5%	114%	38%	43%
2004	443	0	-	-	-	-	5	61,380	316,684	5%	0%	0%	0%
2005	433	4	247,713	-	61,928	247,713	6	63,079	377,460	5%	67%	98%	66%
2006	415	2	137,255	-	68,627	137,255	7	64,789	422,805	5%	31%	106%	32%
2007	398	2	156,622	-	78,311	156,622	7	66,707	469,955	4%	28%	117%	33%
2008	388	2	16,609	-	8,304	16,609	7	68,010	504,436	4%	27%	12%	3%
2009	376	11	1,038,077	-	94,371	1,038,077	8	69,401	545,092	4%	140%	136%	190%
2010	356	2	225,132	-	112,566	225,132	8	72,127	581,903	4%	25%	156%	39%
2011	337	8	392,372	-	49,046	392,372	8	74,993	617,591	4%	97%	65%	64%
2012	315	11	943,542	-	85,777	943,542	8	76,709	642,084	4%	131%	112%	147%
2013	291	8	823,656	168,890	124,068	992,546	8	80,803	669,627	4%	97%	154%	148%
2014	274	3	495,703	47,179	180,961	542,882	8	82,682	691,571	4%	36%	219%	78%
2015	260	12	1,316,461	63,715	115,015	1,380,176	9	83,425	731,496	4%	137%	138%	189%
2016	242	7	379,302	-	54,186	379,302	9	84,458	741,847	3%	80%	64%	51%
2017	224	13	502,674	284,458	60,549	787,133	9	87,929	749,273	3%	153%	69%	105%
2018	202	8	409,456	410,155	102,451	819,611	8	91,852	732,800	3%	100%	112%	112%
2019	184	5	286,218	610,790	179,402	897,008	8	93,527	733,161	3%	64%	192%	122%
2020	168	7	48,761	500,717	78,750	549,478	7	98,184	724,114	3%	95%	80%	76%
Total	6,218	116	8,112,959	2,085,905	87,938.31	10,198,864	139	77,349	10,734,114	18%	84%	114%	95%

Notes:

- 1) Experience from January 1, 2002 through December 31, 2020
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
- 3) Reserve amounts represent the present value of the remaining claim reserve (including IBNR) discounted to the claim incurred rate
- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are based on the Milliman 2017 Long-Term Care Guidelines
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula = (Total Lives / 200,000) ^ 0.5
- 8) Expected values include product fitting factors

Exhibit 1D - Claim Study
CMFG Life Insurance Company
Experience by Calendar Year
Product Series: 1997

2017 Long Term Care Guidelines													
Calendar Year	Total Lives	Actual Claims				Expected Claims			Credibility Measure	Actual to Expected			
		Count	Paid	Reserve	Severity	Incurred	Count	Severity	Incurred	Incidence	Severity	Incurred	
2002	2,680	2	464,663	-	232,332	464,663	4	56,542	206,172	12%	55%	411%	225%
2003	2,999	9	410,840	-	45,649	410,840	5	59,205	286,916	12%	186%	77%	143%
2004	2,989	1	20,568	-	20,568	20,568	6	61,404	372,904	12%	16%	33%	6%
2005	2,916	5	1,076,771	-	215,354	1,076,771	7	63,429	459,933	12%	69%	340%	234%
2006	2,827	9	706,872	-	78,541	706,872	8	65,183	552,800	12%	106%	120%	128%
2007	2,757	11	497,863	-	45,260	497,863	10	66,386	654,503	12%	112%	68%	76%
2008	2,691	10	1,143,648	-	114,365	1,143,648	11	68,257	766,122	12%	89%	168%	149%
2009	2,633	12	1,010,140	263,894	106,170	1,274,034	13	70,331	887,782	11%	95%	151%	144%
2010	2,581	16	905,110	-	56,569	905,110	14	72,724	1,018,764	11%	114%	78%	89%
2011	2,526	13	1,029,275	-	79,175	1,029,275	15	75,194	1,164,563	11%	84%	105%	88%
2012	2,414	12	1,249,017	81,465	110,873	1,330,482	16	78,650	1,266,323	11%	75%	141%	105%
2013	2,338	15	1,863,798	101,401	131,013	1,965,200	17	82,002	1,396,555	11%	88%	160%	141%
2014	2,271	20	1,275,010	552,247	91,363	1,827,257	18	83,921	1,485,005	11%	113%	109%	123%
2015	2,217	15	1,522,734	358,347	125,405	1,881,081	19	87,125	1,635,364	11%	80%	144%	115%
2016	2,147	17	760,478	73,248	49,043	833,726	20	90,975	1,789,103	10%	86%	54%	47%
2017	2,085	21	1,101,231	513,158	76,876	1,614,389	21	95,435	1,988,487	10%	101%	81%	81%
2018	2,032	19	1,262,104	1,446,525	142,559	2,708,629	22	99,813	2,196,259	10%	0.863493	143%	123%
2019	1,970	26	978,888	2,574,156	136,656	3,553,044	24	103,415	2,431,298	10%	1.105912	132%	146%
2020	1,925	38	417,383	5,430,516	155,834	5,847,899	25	107,175	2,710,176	10%	1.483998	145%	216%
Total	46,999	271	17,696,394	11,394,956	107,536.07	29,091,350	274	84,800	23,269,030	48%	99%	127%	125%

Notes:

- 1) Experience from January 1, 2002 through December 31, 2020
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
- 3) Reserve amounts represent the present value of the remaining claim reserve (including IBNR) discounted to the claim incurred rate
- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are based on the Milliman 2017 Long-Term Care Guidelines
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula = (Total Lives / 200,000) ^ 0.5
- 8) Expected values include product fitting factors

Exhibit 1E - Claim Study
CMFG Life Insurance Company
Experience by Calendar Year
Product Series: 2002

2017 Long Term Care Guidelines													
Calendar Year	Total Lives	Count	Paid	Actual Claims Reserve	Severity	Incurred	Count	Severity	Incurred	Credibility Measure	Incidence	Severity	Actual to Expected Incurred
2002	0	0	-	-	-	-	0	54,910	39	0%	0%	0%	0%
2003	480	2	3,816	-	1,908	3,816	0	63,683	18,902	5%	674%	3%	20%
2004	2,760	1	102,525	-	102,525	102,525	2	66,310	115,934	12%	57%	155%	88%
2005	5,891	6	292,112	-	48,685	292,112	4	69,253	299,576	17%	139%	70%	98%
2006	10,335	7	516,484	-	73,783	516,484	8	71,443	587,222	23%	85%	103%	88%
2007	14,771	15	840,666	82,164	61,522	922,830	13	73,575	980,914	27%	113%	84%	94%
2008	16,286	18	1,175,846	-	65,325	1,175,846	19	76,417	1,418,011	29%	97%	85%	83%
2009	16,325	18	1,412,544	-	78,475	1,412,544	24	79,470	1,883,935	29%	76%	99%	75%
2010	15,831	26	1,882,623	-	72,409	1,882,623	29	82,707	2,398,262	28%	90%	88%	78%
2011	15,452	44	2,702,236	-	61,414	2,702,236	35	86,413	3,012,496	28%	126%	71%	90%
2012	15,124	38	2,770,760	622,138	89,287	3,392,898	42	90,321	3,756,167	27%	91%	99%	90%
2013	14,881	40	3,060,815	651,668	92,812	3,712,483	49	94,311	4,663,458	27%	81%	98%	80%
2014	14,530	57	3,567,472	736,007	75,500	4,303,479	57	98,195	5,625,958	27%	99%	77%	76%
2015	14,268	58	4,939,453	632,101	96,061	5,571,555	66	102,220	6,763,146	27%	88%	94%	82%
2016	13,928	82	7,609,500	1,966,109	116,776	9,575,609	75	106,569	7,971,639	26%	110%	110%	120%
2017	13,566	95	6,576,127	2,253,902	92,948	8,830,029	83	111,095	9,270,591	26%	114%	84%	95%
2018	13,122	107	5,216,883	4,831,700	93,912	10,048,583	91	116,141	10,570,257	26%	118%	81%	95%
2019	12,729	133	4,348,731	10,220,053	109,540	14,568,784	99	119,313	11,784,995	25%	135%	92%	124%
2020	12,475	131	957,150	17,172,642	138,175	18,129,792	109	124,691	13,646,157	25%	120%	111%	133%
Total	222,753	878	47,975,744	39,168,484	99,229.54	87,144,227	806	105,169	84,767,660	100%	109%	94%	103%

Notes:

- 1) Experience from January 1, 2002 through December 31, 2020
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
- 3) Reserve amounts represent the present value of the remaining claim reserve (including IBNR) discounted to the claim incurred rate
- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are based on the Milliman 2017 Long-Term Care Guidelines
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula = (Total Lives / 200,000) ^ 0.5
- 8) Expected values include product fitting factors

Exhibit 1F - Claim Study
CMFG Life Insurance Company
Experience by Calendar Year
Product Series: 2006

2017 Long Term Care Guidelines													
Calendar Year	Total Lives	Actual Claims					Expected Claims			Credibility Measure	Actual to Expected		
		Count	Paid	Reserve	Severity	Incurred	Count	Severity	Incurred		Incidence	Severity	Incurred
2006	0	0	-	-	-	-	0	56,270	17	0%	0%	0%	0%
2007	1,180	0	-	-	-	-	0	55,025	24,090	8%	0%	0%	0%
2008	4,935	4	172,802	-	43,200	172,802	2	61,556	124,990	16%	197%	70%	138%
2009	9,333	5	71,188	-	14,238	71,188	5	65,934	310,055	22%	106%	22%	23%
2010	14,180	10	512,227	193,573	70,580	705,800	9	69,224	595,682	27%	116%	102%	118%
2011	15,291	17	1,274,470	102,810	81,016	1,377,280	13	72,437	909,248	28%	135%	112%	151%
2012	14,842	27	1,369,358	225,505	59,069	1,594,863	16	75,856	1,231,758	27%	166%	78%	129%
2013	14,502	28	1,501,594	-	53,628	1,501,594	20	79,302	1,607,845	27%	138%	68%	93%
2014	14,091	27	1,975,808	415,096	88,552	2,390,905	25	83,780	2,066,681	27%	109%	106%	116%
2015	13,830	33	1,871,206	183,059	62,250	2,054,265	30	87,432	2,644,367	26%	109%	71%	78%
2016	13,532	34	1,571,037	346,132	56,387	1,917,169	37	91,390	3,340,149	26%	93%	62%	57%
2017	13,257	54	2,278,439	491,402	51,293	2,769,841	44	95,602	4,162,839	26%	124%	54%	67%
2018	12,900	71	3,198,074	3,462,826	93,815	6,660,900	50	100,080	5,045,466	25%	141%	94%	132%
2019	12,554	67	1,918,612	3,834,565	85,868	5,753,178	58	105,044	6,064,375	25%	116%	82%	95%
2020	12,267	96	566,630	11,925,345	130,738	12,491,975	66	108,793	7,139,234	25%	146%	120%	175%
Total	166,694	473	18,281,445	21,180,314	83,508.19	39,461,759	374	94,394	35,266,795	91%	126%	88%	112%

Notes:

- 1) Experience from January 1, 2002 through December 31, 2020
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
- 3) Reserve amounts represent the present value of the remaining claim reserve (including IBNR) discounted to the claim incurred rate
- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are based on the Milliman 2017 Long-Term Care Guidelines
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula = (Total Lives / 200,000) ^ 0.5
- 8) Expected values include product fitting factors

Exhibit 1G - Claim Study
CMFG Life Insurance Company
Experience by Attained Age
All Business

2017 Long Term Care Guidelines													
Attained Age	Total Lives	Count	Actual Claims				Expected Claims			Credibility Measure	Actual to Expected		
			Paid	Reserve	Severity	Incurred	Count	Severity	Incurred		Incidence	Severity	Incurred
<60	114,141	51	4,374,095	885,262	102,632	5,259,357	41	101,412	4,112,161	76%	126%	101%	128%
60 - 69	201,908	292	16,629,863	12,950,277	101,315	29,580,140	259	112,139	29,098,027	100%	113%	90%	102%
70 - 79	109,304	736	37,422,582	32,255,043	94,641	69,677,625	685	103,929	71,232,603	74%	107%	91%	98%
80 - 89	16,777	603	31,288,838	25,784,763	94,713	57,073,602	548	83,770	45,940,139	29%	110%	113%	124%
90 +	533	55	2,351,164	1,954,313	77,961	4,305,477	59	61,987	3,654,670	5%	94%	126%	118%
Total	442,663	1,737	92,066,542	73,829,659	95,493	165,896,201	1,593	96,709	154,037,600	100%	109%	99%	108%

Notes:

- 1) Experience from January 1, 2002 through December 31, 2020
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
- 3) Reserve amounts represent the present value of the remaining claim reserve (including IBNR) discounted to the claim incurred rate
- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are based on the Milliman 2017 Long-Term Care Guidelines
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula = (Total Lives / 200,000) ^ 0.5
- 8) Expected values include product fitting factors

Exhibit 1H - Claim Study
CMFG Life Insurance Company
Experience by Policy Duration
All Business

2017 Long Term Care Guidelines													
Policy Duration	Total Lives	Actual Claims					Expected Claims			Credibility Measure	Actual to Expected		
		Count	Paid	Reserve	Severity	Incurred	Count	Severity	Incurred		Incidence	Severity	Incurred
1 - 3	104,552	90	5,490,768	501,242	66,578	5,992,010	73	71,398	5,204,695	72%	123%	93%	115%
4 - 6	99,528	195	11,663,488	103,771	60,345	11,767,259	167	79,879	13,360,785	71%	117%	76%	88%
7 - 9	94,360	298	20,490,624	5,516,509	87,272	26,007,133	301	89,875	27,024,532	69%	99%	97%	96%
10 - 12	81,608	453	23,847,771	18,800,480	94,098	42,648,252	432	100,942	43,596,355	64%	105%	93%	98%
13 +	62,615	701	30,573,891	48,907,657	113,378	79,481,548	620	104,590	64,851,234	56%	113%	108%	123%
Total	442,663	1,737	92,066,542	73,829,659	95,493	165,896,201	1,593	96,709	154,037,600	100%	109%	99%	108%

Notes:

- 1) Experience from January 1, 2002 through December 31, 2020
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
- 3) Reserve amounts represent the present value of the remaining claim reserve (including IBNR) discounted to the claim incurred rate
- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are based on the Milliman 2017 Long-Term Care Guidelines
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula = (Total Lives / 200,000) ^ 0.5
- 8) Expected values include product fitting factors

Exhibit 1I - Claim Study
CMFG Life Insurance Company
Experience by Policy Duration
Single Insureds

2017 Long Term Care Guidelines													
Policy Duration	Total Lives	Actual Claims					Expected Claims			Credibility Measure	Actual to Expected		
		Count	Paid	Reserve	Severity	Incurred	Count	Severity	Incurred		Incidence	Severity	Incurred
1 - 3	20,296	28	3,082,863	419,078	125,069	3,501,941	29	67,961	1,958,382	32%	97%	184%	179%
4 - 6	19,579	73	4,774,993	961	65,424	4,775,954	62	75,075	4,665,678	31%	117%	87%	102%
7 - 9	18,807	92	6,862,603	1,440,595	90,252	8,303,198	105	82,124	8,661,939	31%	87%	110%	96%
10 - 12	16,320	150	9,734,141	4,669,990	95,746	14,404,131	143	90,441	12,951,545	29%	105%	106%	111%
13 +	17,606	305	17,296,356	16,615,742	111,094	33,912,098	297	94,110	27,989,302	30%	103%	118%	121%
Total	92,607	649	41,750,957	23,146,366	100,043	64,897,323	637	88,261	56,226,846	68%	102%	113%	115%

Notes:

- 1) Experience from January 1, 2002 through December 31, 2020
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
- 3) Reserve amounts represent the present value of the remaining claim reserve (including IBNR) discounted to the claim incurred rate
- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are based on the Milliman 2017 Long-Term Care Guidelines
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula = (Total Lives / 200,000) ^ 0.5
- 8) Expected values include product fitting factors

Exhibit 1J - Claim Study
CMFG Life Insurance Company
Experience by Policy Duration
Married Insureds

2017 Long Term Care Guidelines													
Policy Duration	Total Lives	Actual Claims					Expected Claims			Credibility Measure	Actual to Expected		
		Count	Paid	Reserve	Severity	Incurred	Count	Severity	Incurred		Incidence	Severity	Incurred
1 - 3	84,256	62	2,407,905	82,164	40,162	2,490,069	44	73,644	3,246,313	65%	141%	55%	77%
4 - 6	79,949	122	6,888,495	102,810	57,306	6,991,305	105	82,719	8,695,107	63%	116%	69%	80%
7 - 9	75,554	206	13,628,021	4,075,914	85,941	17,703,935	195	94,062	18,362,592	61%	106%	91%	96%
10 - 12	65,288	303	14,113,630	14,130,490	93,280	28,244,120	289	106,150	30,644,810	57%	105%	88%	92%
13 +	45,009	396	13,277,535	32,291,914	115,140	45,569,449	323	114,251	36,861,931	47%	123%	101%	124%
Total	350,056	1,089	50,315,585	50,683,292	92,782	100,998,878	956	102,340	97,810,753	100%	114%	91%	103%

Notes:

- 1) Experience from January 1, 2002 through December 31, 2020
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
- 3) Reserve amounts represent the present value of the remaining claim reserve (including IBNR) discounted to the claim incurred rate
- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are based on the Milliman 2017 Long-Term Care Guidelines
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula = (Total Lives / 200,000) ^ 0.5
- 8) Expected values include product fitting factors

Exhibit 1K - Claim Study
CMFG Life Insurance Company
Experience by Issue Age
All Business

2017 Long Term Care Guidelines													
Issue Age	Total Lives	Actual Claims					Expected Claims			Credibility Measure	Actual to Expected		
		Count	Paid	Reserve	Severity	Incurred	Count	Severity	Incurred		Incidence	Severity	Incurred
<=49	45,770	32	3,249,665	2,101,203	166,278	5,350,867	26	118,985	3,058,971	48%	125%	140%	175%
50-54	82,028	101	5,581,133	6,872,471	123,620	12,453,604	72	127,260	9,135,365	64%	140%	97%	136%
55-59	118,333	184	8,752,989	10,081,436	102,391	18,834,426	181	122,980	22,202,403	77%	102%	83%	85%
60-64	109,063	394	18,837,850	21,926,456	103,566	40,764,306	337	112,359	37,833,773	74%	117%	92%	108%
65-69	58,102	445	23,227,895	18,132,491	93,044	41,360,386	417	95,594	39,828,265	54%	107%	97%	104%
70-74	23,732	395	23,450,689	11,684,692	88,840	35,135,381	386	77,904	30,069,242	34%	102%	114%	117%
75-79	5,203	159	7,566,801	2,830,300	65,513	10,397,101	151	70,264	10,585,109	16%	105%	93%	98%
80+	431	28	1,399,521	200,609	57,012	1,600,130	25	53,446	1,324,472	5%	113%	107%	121%
Total	442,663	1,737	92,066,542	73,829,659	95,493	165,896,201	1,593	96,709	154,037,600	100%	109%	99%	108%

Notes:

- 1) Experience from January 1, 2002 through December 31, 2020
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
- 3) Reserve amounts represent the present value of the remaining claim reserve (including IBNR) discounted to the claim incurred rate
- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are based on the Milliman 2017 Long-Term Care Guidelines
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula = (Total Lives / 200,000) ^ 0.5
- 8) Expected values include product fitting factors

Exhibit 1L - Claim Study
CMFG Life Insurance Company
Experience by Coverage Type
All Business

2017 Long Term Care Guidelines													
Coverage Type	Total Lives	Actual Claims				Expected Claims			Credibility Measure	Actual to Expected			
		Count	Paid	Reserve	Severity	Incurred	Count	Severity		Incurred	Incidence	Severity	Incurred
Home Care Only	7,104	16	749,086	993,462	106,536	1,742,548	32	64,035	2,022,456	19%	52%	166%	86%
Facility Only	16,861	85	5,288,319	3,474,039	103,031	8,762,359	100	104,106	10,440,954	29%	85%	99%	84%
Comprehensive	418,699	1,636	86,029,137	69,362,157	94,991	155,391,294	1,461	96,907	141,574,190	100%	112%	98%	110%
Total	442,663	1,737	92,066,542	73,829,659	95,493	165,896,201	1,593	96,709	154,037,600	100%	109%	99%	108%

Notes:

- 1) Experience from January 1, 2002 through December 31, 2020
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
- 3) Reserve amounts represent the present value of the remaining claim reserve (including IBNR) discounted to the claim incurred rate
- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are based on the Milliman 2017 Long-Term Care Guidelines
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula = (Total Lives / 200,000) ^ 0.5
- 8) Expected values include product fitting factors

Exhibit 1M - Claim Study
CMFG Life Insurance Company
Experience by Benefit Period
All Business

2017 Long Term Care Guidelines													
Benefit Period	Total Lives	Count	Actual Claims				Expected Claims			Credibility Measure	Actual to Expected		
			Paid	Reserve	Severity	Incurred	Count	Severity	Incurred		Incidence	Severity	Incurred
Lifetime	55,513	289	19,436,220	19,388,941	134,455	38,825,162	279	130,497	36,435,103	53%	103%	103%	107%
Non-Lifetime	387,150	1,449	72,630,322	54,440,718	87,726	127,071,039	1,314	89,527	117,602,496	100%	110%	98%	108%
Total	442,663	1,737	92,066,542	73,829,659	95,493	165,896,201	1,593	96,709	154,037,600	100%	109%	99%	108%

Notes:

- 1) Experience from January 1, 2002 through December 31, 2020
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
- 3) Reserve amounts represent the present value of the remaining claim reserve (including IBNR) discounted to the claim incurred rate
- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are based on the Milliman 2017 Long-Term Care Guidelines
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula = (Total Lives / 200,000) ^ 0.5
- 8) Expected values include product fitting factors

Exhibit 1N - Claim Study
CMFG Life Insurance Company
Experience by Elimination Period
All Business

2017 Long Term Care Guidelines													
Elimination Period (days)	Total Lives	Actual Claims					Expected Claims			Credibility Measure	Actual to Expected		
		Count	Paid	Reserve	Severity	Incurred	Count	Severity	Incurred		Incidence	Severity	Incurred
0 and 30	102,588	396	22,613,413	17,682,144	101,868	40,295,557	426	90,220	38,468,477	72%	93%	113%	105%
31 to 90	305,060	1,187	62,732,686	51,950,936	96,651	114,683,622	1,042	100,299	104,535,387	100%	114%	96%	110%
91 +	35,015	155	6,720,443	4,196,579	70,378	10,917,022	124	88,854	11,033,736	42%	125%	79%	99%
Total	442,663	1,737	92,066,542	73,829,659	95,493	165,896,201	1,593	96,709	154,037,600	100%	109%	99%	108%

Notes:

- 1) Experience from January 1, 2002 through December 31, 2020
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
- 3) Reserve amounts represent the present value of the remaining claim reserve (including IBNR) discounted to the claim incurred rate
- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are based on the Milliman 2017 Long-Term Care Guidelines
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula = (Total Lives / 200,000) ^ 0.5
- 8) Expected values include product fitting factors

Exhibit 10 - Claim Study
CMFG Life Insurance Company
Experience by Daily Benefit
All Business

2017 Long Term Care Guidelines													
Daily Benefit	Total Lives	Count		Actual Claims			Expected Claims			Credibility Measure	Actual to Expected		
				Paid	Reserve	Severity	Incurred	Count	Severity	Incurred	Incidence	Severity	Incurred
0 to 99	54,469	363	18,684,969	10,095,370	79,199	28,780,339	381	59,806	22,815,390	52%	95%	132%	126%
100 to 149	187,935	779	38,451,875	29,652,543	87,414	68,104,418	730	92,329	67,444,568	97%	107%	95%	101%
150 +	200,259	595	34,929,698	34,081,745	116,031	69,011,443	481	132,640	63,777,642	100%	124%	87%	108%
Total	442,663	1,737	92,066,542	73,829,659	95,493	165,896,201	1,593	96,709	154,037,600	100%	109%	99%	108%

Notes:

- 1) Experience from January 1, 2002 through December 31, 2020
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
- 3) Reserve amounts represent the present value of the remaining claim reserve (including IBNR) discounted to the claim incurred rate
- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are based on the Milliman 2017 Long-Term Care Guidelines
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula = (Total Lives / 200,000) ^ 0.5
- 8) Expected values include product fitting factors

Exhibit 1P - Claim Study
CMFG Life Insurance Company
Experience by Inflation Protection Option
All Business

2017 Long Term Care Guidelines													
Inflation Type	Total Lives	Count	Actual Claims				Expected Claims			Credibility Measure	Actual to Expected		
			Paid	Reserve	Severity	Incurred	Count	Severity	Incurred		Incidence	Severity	Incurred
None	72,819	614	29,353,268	11,458,540	66,455	40,811,807	614	66,628	40,940,294	60%	100%	100%	100%
Simple	54,654	179	9,496,845	10,866,503	113,536	20,363,348	146	113,659	16,643,746	52%	122%	100%	122%
Compound	314,273	922	52,324,979	50,419,468	111,426	102,744,447	813	116,781	94,974,815	100%	113%	95%	108%
GPO	917	22	891,451	1,085,148	91,115	1,976,599	19	79,386	1,478,745	7%	116%	115%	134%
Total	442,663	1,737	92,066,542	73,829,659	95,493	165,896,201	1,593	96,709	154,037,600	100%	109%	99%	108%

Notes:

- 1) Experience from January 1, 2002 through December 31, 2020
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
- 3) Reserve amounts represent the present value of the remaining claim reserve (including IBNR) discounted to the claim incurred rate
- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are based on the Milliman 2017 Long-Term Care Guidelines
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula = (Total Lives / 200,000) ^ 0.5
- 8) Expected values include product fitting factors

Exhibit 1Q - Claim Study
CMFG Life Insurance Company
Experience by Home Health Percentage
All Business

2017 Long Term Care Guidelines													
Home Health Percentage	Total Lives	Actual Claims					Expected Claims			Credibility Measure	Actual to Expected		
		Count	Paid	Reserve	Severity	Incurred	Count	Severity	Incurred		Incidence	Severity	Incurred
0 pct	16,861	85	5,288,319	3,474,039	103,031	8,762,359	100	104,106	10,440,954	29%	85%	99%	84%
1 to 99 pct	90,139	489	28,010,695	17,905,249	93,976	45,915,945	478	88,898	42,453,264	67%	102%	106%	108%
100 pct	318,024	1,066	55,302,919	49,732,804	98,546	105,035,724	941	100,752	94,770,338	100%	113%	98%	111%
101+ pct	17,640	98	3,464,608	2,717,566	63,232	6,182,174	74	85,739	6,373,044	30%	132%	74%	97%
Total	442,663	1,737	92,066,542	73,829,659	95,493	165,896,201	1,593	96,709	154,037,600	100%	109%	99%	108%

Notes:

- 1) Experience from January 1, 2002 through December 31, 2020
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
- 3) Reserve amounts represent the present value of the remaining claim reserve (including IBNR) discounted to the claim incurred rate
- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are based on the Milliman 2017 Long-Term Care Guidelines
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula = (Total Lives / 200,000) ^ 0.5
- 8) Expected values include product fitting factors

Exhibit 1R - Claim Study
CMFG Life Insurance Company
Experience by Gender
All Business

2017 Long Term Care Guidelines													
Gender	Total Lives	Count	Actual Claims			Expected Claims			Credibility Measure	Actual to Expected			
			Paid	Reserve	Severity	Incurred	Count	Severity		Incurred	Incidence	Severity	Incurred
Female	261,182	1,076	61,895,848	48,852,398	102,905	110,748,247	1,032	102,188	105,472,859	100%	104%	101%	105%
Male	181,481	661	30,170,694	24,977,260	83,426	55,147,954	561	86,622	48,564,740	95%	118%	96%	114%
Total	442,663	1,737	92,066,542	73,829,659	95,493	165,896,201	1,593	96,709	154,037,600	100%	109%	99%	108%

Notes:

- 1) Experience from January 1, 2002 through December 31, 2020
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
- 3) Reserve amounts represent the present value of the remaining claim reserve (including IBNR) discounted to the claim incurred rate
- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are based on the Milliman 2017 Long-Term Care Guidelines
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula = (Total Lives / 200,000) ^ 0.5
- 8) Expected values include product fitting factors

Exhibit 1S - Claim Study
CMFG Life Insurance Company
Experience by Risk Class
All Business

2017 Long Term Care Guidelines													
Risk Class	Total Lives	Actual Claims					Expected Claims			Credibility Measure	Actual to Expected		
		Count	Paid	Reserve	Severity	Incurred	Count	Severity	Incurred		Incidence	Severity	Incurred
Preferred	162,422	426	23,292,045	18,931,240	99,027	42,223,284	464	103,416	48,002,105	90%	92%	96%	88%
Standard	263,446	1,218	64,658,694	51,984,563	95,802	116,643,257	1,057	94,384	99,768,273	100%	115%	102%	117%
Sub Standard	16,795	93	4,115,803	2,913,856	75,318	7,029,659	72	87,550	6,267,222	29%	130%	86%	112%
Total	442,663	1,737	92,066,542	73,829,659	95,493	165,896,201	1,593	96,709	154,037,600	100%	109%	99%	108%

Notes:

- 1) Experience from January 1, 2002 through December 31, 2020
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
- 3) Reserve amounts represent the present value of the remaining claim reserve (including IBNR) discounted to the claim incurred rate
- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are based on the Milliman 2017 Long-Term Care Guidelines
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula = (Total Lives / 200,000) ^ 0.5
- 8) Expected values include product fitting factors

Exhibit 1T - Claim Study
CMFG Life Insurance Company
Experience by Marital Status
All Business

2017 Long Term Care Guidelines													
Marital Status	Total Lives	Count	Actual Claims			Expected Claims			Credibility Measure	Actual to Expected			
			Paid	Reserve	Severity	Incurred	Count	Severity		Incurred	Incidence	Severity	Incurred
Single	92,607	649	41,750,957	23,146,366	100,043	64,897,323	637	88,261	56,226,846	68%	102%	113%	115%
Married - 1 Insured	69,574	312	16,010,040	14,544,008	97,825	30,554,048	300	95,668	28,725,819	59%	104%	102%	106%
Married - 2 Insureds	280,483	776	34,305,545	36,139,285	90,752	70,444,830	655	105,396	69,084,934	100%	118%	86%	102%
Total	442,663	1,737	92,066,542	73,829,659	95,493	165,896,201	1,593	96,709	154,037,600	100%	109%	99%	108%

Notes:

- 1) Experience from January 1, 2002 through December 31, 2020
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
- 3) Reserve amounts represent the present value of the remaining claim reserve (including IBNR) discounted to the claim incurred rate
- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are based on the Milliman 2017 Long-Term Care Guidelines
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula = (Total Lives / 200,000) ^ 0.5
- 8) Expected values include product fitting factors

**Exhibit 2A - Mortality Study
CMFG Life Insurance Company
Experience by Policy Duration**

Policy Duration	Total Lives	Total Terminations	Actual Deaths	Expected Deaths	Actual Mortality Rate	Expected Mortality Rate	A:E
1 to 3	113,008	4,895	232	151	0.21%	0.13%	154%
4 to 6	102,131	2,294	361	298	0.35%	0.29%	121%
7 to 9	95,851	1,807	575	517	0.60%	0.54%	111%
10 to 12	77,452	2,109	614	682	0.79%	0.88%	90%
13+	51,415	1,425	743	847	1.45%	1.65%	88%
Total	439,857	12,530	2,525	2,495	0.57%	0.57%	101%

Notes:

- 1) Experience from inception through December 31, 2020
- 2) Actual Deaths based on either match to Death Master File or termination reason coded as "death"
- 3) Expected mortality based on Annuity 2000 table projected to 2009 along with selection factors

Exhibit 2B - Mortality Study
CMFG Life Insurance Company
Experience by Attained Age

Attained Age	Total Lives	Total Terminations	Actual Deaths	Expected Deaths	Actual Mortality Rate	Expected Mortality Rate	A:E
<=49	18,242	730	9	10	0.05%	0.05%	92%
50-54	32,616	1,201	37	28	0.11%	0.09%	133%
55-59	68,264	1,831	102	94	0.15%	0.14%	109%
60-64	100,006	2,363	214	231	0.21%	0.23%	92%
65-69	100,233	2,230	434	427	0.43%	0.43%	102%
70-74	69,291	1,848	520	555	0.75%	0.80%	94%
75-79	34,417	1,218	534	522	1.55%	1.52%	102%
80-84	12,830	692	405	377	3.16%	2.94%	107%
85-89	3,370	313	199	188	5.91%	5.57%	106%
90+	588	104	71	64	12.07%	10.85%	111%
Total	439,857	12,530	2,525	2,495	0.57%	0.57%	101%

Notes:

- 1) Experience from inception through December 31, 2020
- 2) Actual Deaths based on either match to Death Master File or termination reason coded as "death"
- 3) Expected mortality based on Annuity 2000 table projected to 2009 along with selection factors

Exhibit 2C - Mortality Study
CMFG Life Insurance Company
Experience by Gender

Gender	Total Lives	Total Terminations	Actual Deaths	Expected Deaths	Mortality Rate		A:E
					Actual	Expected	
Female	259,868	7,275	1,149	1,229	0.44%	0.47%	94%
Male	179,989	5,255	1,376	1,266	0.76%	0.70%	109%
Total	439,857	12,530	2,525	2,495	0.57%	0.57%	101%

Notes:

- 1) Experience from inception through December 31, 2020
- 2) Actual Deaths based on either match to Death Master File or termination reason coded as "death"
- 3) Expected mortality based on Annuity 2000 table projected to 2009 along with selection factors

**Exhibit 2D - Mortality Study
CMFG Life Insurance Company
Experience by Product**

Product	Total Lives	Total Terminations	Actual Deaths	Expected Deaths	Mortality Rate		A:E
					Actual	Expected	
2006	160,840	4,688	707	622	0.44%	0.39%	114%
2002	217,801	6,129	1,199	1,170	0.55%	0.54%	102%
1997	51,584	1,349	388	473	0.75%	0.92%	82%
1993	9,632	364	231	230	2.40%	2.39%	100%
Total	439,857	12,530	2,525	2,495	0.57%	0.57%	101%

Notes:

- 1) Experience from inception through December 31, 2020
- 2) Actual Deaths based on either match to Death Master File or termination reason coded as "death"
- 3) Expected mortality based on Annuity 2000 table projected to 2009 along with selection factors

**Exhibit 2E - Mortality Study
CMFG Life Insurance Company
Experience by Marital Status**

Marital Status	Total Lives	Total Terminations	Actual Deaths	Expected Deaths	Mortality Rate		A:E
					Actual	Expected	
Single	97,075	3,763	768	765	0.79%	0.79%	100%
Married - 1 Insured	68,235	2,725	391	360	0.57%	0.53%	109%
Married - 2 Insured	274,547	6,042	1,366	1,369	0.50%	0.50%	100%
Total	439,857	12,530	2,525	2,495	0.57%	0.57%	101%

Notes:

- 1) Experience from inception through December 31, 2020
- 2) Actual Deaths based on either match to Death Master File or termination reason coded as "death"
- 3) Expected mortality based on Annuity 2000 table projected to 2009 along with selection factors

Exhibit 2F - Mortality Study
CMFG Life Insurance Company
Experience by Policy Duration

Policy Duration	Mortality Rate - Actual to Expected				
	1993	1997	2002	2006	Total
1 to 3	211%	175%	158%	140%	154%
4 to 6	138%	117%	129%	113%	121%
7 to 9	104%	97%	112%	115%	111%
10 to 12	74%	53%	91%	105%	90%
13+	99%	79%	88%	113%	88%
Total	100%	82%	102%	114%	101%

Notes:

- 1) Experience from inception through December 31, 2020
- 2) Actual Deaths based on either match to Death Master File or termination reason coded as "death"
- 3) Expected mortality based on Annuity 2000 table projected to 2009 along with selection factors

Appendix D
CMFG Life Insurance Company
Policy Persistency Comparison
Nationwide Experience
All Products

Policy Duration	Total Lives	Actual Results		Original Pricing Assumptions					Current Assumptions			
		Total Terminations		Lapse	Number of Expected Lapses	Mortality	Number of Expected Deaths	Total Terminations	Lapse	Mortality	Total Terminations	
1	37,463	6.2%		8.6%	3,208	0.5%	185	9.1%	6.0%	0.1%	6.1%	
2	35,126	4.1%		7.0%	2,453	0.6%	206	7.6%	4.0%	0.1%	4.1%	
3	33,685	2.9%		5.5%	1,860	0.7%	233	6.2%	3.0%	0.2%	3.2%	
4	32,702	2.6%		4.5%	1,470	0.8%	265	5.3%	2.0%	0.2%	2.2%	
5	31,862	2.3%		3.9%	1,258	0.9%	302	4.9%	2.0%	0.3%	2.3%	
6	31,144	2.1%		3.3%	1,024	1.1%	344	4.4%	1.5%	0.4%	1.9%	
7	30,489	2.0%		2.5%	776	1.3%	391	3.8%	1.5%	0.5%	2.0%	
8	29,867	1.9%		2.3%	683	1.5%	442	3.8%	1.5%	0.6%	2.1%	
9	29,292	1.9%		2.1%	616	1.7%	499	3.8%	1.9%	0.6%	2.5%	
10	28,722	2.6%		2.0%	572	1.9%	538	3.9%	1.9%	0.8%	2.7%	
11	23,671	3.1%		2.2%	515	2.1%	490	4.2%	1.9%	0.9%	2.8%	
12	19,161	3.1%		2.4%	460	2.3%	443	4.7%	1.8%	1.1%	2.9%	
13	14,522	2.8%		2.7%	395	2.5%	369	5.3%	1.8%	1.2%	3.0%	
14	9,668	2.9%		3.2%	308	2.8%	270	6.0%	1.7%	1.5%	3.2%	
15	5,958	3.1%		3.9%	230	3.0%	177	6.8%	1.5%	1.7%	3.3%	
16	4,076	3.1%		4.6%	189	3.0%	123	7.7%	1.4%	2.0%	3.3%	
17	2,925	3.0%		5.6%	163	2.9%	85	8.5%	1.1%	2.0%	3.2%	
18	2,274	4.4%		6.1%	140	2.9%	67	9.1%	1.0%	2.2%	3.2%	
19	1,819	2.2%		6.2%	112	3.2%	59	9.4%	1.0%	2.4%	3.4%	
20	1,405	3.0%		6.2%	87	3.5%	49	9.7%	1.0%	2.6%	3.6%	
21	998	3.1%		6.3%	63	3.8%	38	10.1%	1.0%	2.9%	3.9%	
22	445	6.7%		6.6%	29	5.8%	26	12.3%	1.0%	4.4%	5.4%	
23	224	10.3%		6.9%	16	7.4%	17	14.3%	1.0%	5.8%	6.8%	
24	161	10.6%		7.0%	11	7.7%	12	14.6%	1.0%	6.1%	7.1%	
25	103	7.8%		7.0%	7	8.1%	8	15.1%	1.0%	6.5%	7.5%	
26	41	9.8%		7.0%	3	7.9%	3	14.9%	1.0%	6.3%	7.3%	
27	12	8.3%		7.0%	1	9.4%	1	16.4%	1.0%	7.4%	8.4%	

Notes:

- 1) The results shown above include only lifetime pay policies (excludes single pay, 10 pay and paid-up at 65)
- 2) The "Actual Results" are the historical total policy termination rates observed by the Company.
- 3) The "Original Pricing Assumptions" are those assumptions originally used to price each product.
- 4) The "Current Assumptions" are those used in the projection for the current rate filing. The mortality assumptions are based on the Annuity 2000 table projected to 2009 (Scale G 100% Male, 50% Female, no smoothing), with selection factors.
- 5) Experience is through December 31, 2020

Appendix D
CMFG Life Insurance Company
Policy Persistency Comparison
Nationwide Experience
1993 Product

Policy		Actual Results		Original Pricing Assumptions					Current Assumptions		
Duration	Total Lives	Total Terminations		Lapse	Number of Expected Lapses	Mortality	Number of Expected Deaths	Total Terminations	Lapse	Mortality	Total Terminations
1	547	4.0%		22.4%	123	1.2%	7	23.6%	6.0%	0.2%	6.2%
2	525	2.9%		17.4%	91	1.3%	7	18.7%	4.0%	0.3%	4.3%
3	510	2.2%		13.4%	69	1.5%	7	14.9%	3.0%	0.4%	3.4%
4	499	2.8%		11.9%	60	1.6%	8	13.5%	2.0%	0.6%	2.6%
5	485	1.0%		10.4%	51	1.7%	8	12.1%	2.0%	0.8%	2.8%
6	480	0.8%		8.9%	43	1.9%	9	10.8%	1.5%	1.0%	2.5%
7	476	2.3%		8.4%	40	2.1%	10	10.5%	1.5%	1.3%	2.8%
8	465	0.9%		7.9%	37	2.3%	11	10.2%	1.5%	1.6%	3.1%
9	461	3.5%		7.4%	34	2.5%	11	9.9%	1.0%	1.9%	2.9%
10	445	2.0%		7.0%	31	2.7%	12	9.7%	1.0%	2.1%	3.1%
11	436	3.7%		7.0%	30	3.0%	13	10.0%	1.0%	2.3%	3.3%
12	420	3.1%		7.0%	29	3.2%	14	10.2%	1.0%	2.5%	3.5%
13	407	4.2%		7.0%	28	3.5%	14	10.5%	1.0%	2.7%	3.7%
14	390	3.3%		7.0%	27	3.8%	15	10.8%	1.0%	2.9%	3.9%
15	377	4.8%		7.0%	26	4.1%	16	11.1%	1.0%	3.2%	4.2%
16	359	3.1%		7.0%	25	4.5%	16	11.4%	1.0%	3.5%	4.5%
17	348	3.7%		7.0%	24	4.9%	17	11.8%	1.0%	3.8%	4.8%
18	337	10.4%		7.0%	23	5.2%	18	12.2%	1.0%	4.1%	5.1%
19	302	3.0%		7.0%	21	5.6%	17	12.6%	1.0%	4.4%	5.4%
20	293	6.1%		7.0%	20	6.0%	18	13.0%	1.0%	4.7%	5.7%
21	275	5.1%		7.0%	19	6.5%	18	13.4%	1.0%	5.1%	6.1%
22	259	8.9%		7.0%	18	6.9%	18	13.9%	1.0%	5.5%	6.5%
23	219	10.5%		7.0%	15	7.4%	16	14.4%	1.0%	5.9%	6.9%
24	161	10.6%		7.0%	11	7.7%	12	14.6%	1.0%	6.1%	7.1%
25	103	7.8%		7.0%	7	8.1%	8	15.1%	1.0%	6.5%	7.5%
26	41	9.8%		7.0%	3	7.9%	3	14.9%	1.0%	6.3%	7.3%
27	12	8.3%		7.0%	1	9.4%	1	16.4%	1.0%	7.4%	8.4%

Notes:

- 1) The results shown above include only lifetime pay policies (excludes single pay, 10 pay and paid-up at 65)
- 2) The "Actual Results" are the historical total policy termination rates observed by the Company.
- 3) The "Original Pricing Assumptions" are those assumptions originally used to price the product. The mortality assumptions are based on the 1983 IAM table.
The original ultimate lapse assumption was 6.0% for issue ages 62 and younger and 8.0% for issue ages 63 and older.
- 4) The "Current Assumptions" are those used in the projection for the current rate filing. The mortality assumptions are based on the Annuity 2000 table projected to 2009 (Scale G 100% Male, 50% Female, no smoothing), with selection factors.
- 5) Experience is through December 31, 2020

Appendix D
CMFG Life Insurance Company
Policy Persistency Comparison
Nationwide Experience
1997 Product

Policy Duration	Total Lives	Actual Results		Original Pricing Assumptions					Current Assumptions		
		Total Terminations		Lapse	Number of Expected Lapses	Mortality	Number of Expected Deaths	Total Terminations	Lapse	Mortality	Total Terminations
1	3,332	4.1%		10.8%	359	0.5%	18	11.3%	6.0%	0.1%	6.1%
2	3,197	3.1%		8.8%	280	0.6%	19	9.4%	4.0%	0.1%	4.1%
3	3,099	2.6%		6.8%	210	0.7%	21	7.4%	3.0%	0.2%	3.2%
4	3,019	2.3%		6.6%	199	0.7%	22	7.3%	2.0%	0.3%	2.3%
5	2,951	2.1%		6.4%	188	0.8%	24	7.2%	2.0%	0.4%	2.4%
6	2,888	1.9%		6.2%	179	0.9%	26	7.1%	1.5%	0.5%	2.0%
7	2,831	2.4%		6.0%	170	1.0%	28	7.0%	1.5%	0.6%	2.1%
8	2,762	2.2%		6.0%	166	1.1%	31	7.1%	1.5%	0.7%	2.2%
9	2,699	2.2%		6.0%	162	1.2%	33	7.2%	1.0%	0.9%	1.9%
10	2,639	2.3%		6.0%	158	1.4%	36	7.4%	1.0%	1.0%	2.0%
11	2,579	2.2%		6.0%	155	1.5%	39	7.5%	1.0%	1.1%	2.1%
12	2,522	2.9%		6.0%	151	1.6%	41	7.6%	1.0%	1.2%	2.2%
13	2,450	3.0%		6.0%	147	1.8%	43	7.8%	1.0%	1.3%	2.3%
14	2,376	2.9%		6.0%	143	1.9%	46	7.9%	1.0%	1.4%	2.4%
15	2,307	2.8%		6.0%	138	2.1%	47	8.1%	1.0%	1.5%	2.5%
16	2,243	2.7%		6.0%	135	2.2%	49	8.2%	1.0%	1.6%	2.6%
17	2,170	2.7%		6.0%	130	2.4%	51	8.4%	1.0%	1.7%	2.7%
18	1,937	3.4%		6.0%	116	2.6%	49	8.6%	1.0%	1.8%	2.8%
19	1,517	2.0%		6.0%	91	2.8%	42	8.8%	1.0%	2.0%	3.0%
20	1,112	2.2%		6.0%	67	2.8%	31	8.8%	1.0%	2.0%	3.0%
21	723	2.4%		6.0%	43	2.8%	20	8.8%	1.0%	2.0%	3.0%
22	186	3.8%		6.0%	11	4.1%	8	10.1%	1.0%	3.0%	4.0%
23	5	0.0%		6.0%	0	6.6%	0	12.6%	1.0%	4.8%	5.8%

Notes:

- 1) The results shown above include only lifetime pay policies (excludes single pay, 10 pay and paid-up at 65)
- 2) The "Actual Results" are the historical total policy termination rates observed by the Company.
- 3) The "Original Pricing Assumptions" are those assumptions originally used to price the product. The mortality assumptions are based on the 1983 GAM table.
The original ultimate lapse assumption was 6.0%.
- 4) The "Current Assumptions" are those used in the projection for the current rate filing. The mortality assumptions are based on the Annuity 2000 table projected to 2009 (Scale G 100% Male, 50% Female, no smoothing), with selection factors.
- 5) Experience is through December 31, 2020

Appendix D
CMFG Life Insurance Company
Policy Persistency Comparison
Nationwide Experience
2002 Product

Policy Duration Total Lives		Actual Results		Original Pricing Assumptions					Current Assumptions			
		Total Terminations		Lapse	Number of Expected Lapses	Mortality	Number of Expected Deaths	Total Terminations	Lapse	Mortality	Total Terminations	
1	16,663	6.8%		10.3%	1,711	0.8%	137	11.1%	6.0%	0.1%	6.1%	
2	15,527	4.4%		8.3%	1,287	0.9%	142	9.2%	4.0%	0.1%	4.1%	
3	14,845	3.2%		6.5%	972	1.0%	151	7.6%	3.0%	0.2%	3.2%	
4	14,366	2.8%		5.3%	767	1.1%	162	6.5%	2.0%	0.2%	2.2%	
5	13,966	2.3%		4.7%	657	1.2%	175	6.0%	2.0%	0.3%	2.3%	
6	13,641	2.1%		4.3%	591	1.4%	189	5.7%	1.5%	0.3%	1.8%	
7	13,348	2.1%		3.2%	428	1.5%	204	4.7%	1.5%	0.4%	1.9%	
8	13,064	1.8%		2.6%	345	1.7%	219	4.3%	1.5%	0.5%	2.0%	
9	12,831	1.7%		2.2%	287	1.8%	237	4.1%	2.0%	0.6%	2.6%	
10	12,619	2.6%		2.0%	252	2.0%	256	4.0%	2.0%	0.7%	2.7%	
11	12,285	3.3%		2.0%	246	2.2%	275	4.2%	2.0%	0.9%	2.9%	
12	11,693	3.1%		2.0%	234	2.5%	288	4.5%	2.0%	1.0%	3.0%	
13	10,288	2.7%		2.0%	206	2.7%	278	4.7%	2.0%	1.1%	3.1%	
14	6,902	2.9%		2.0%	138	3.0%	210	5.0%	2.0%	1.4%	3.4%	
15	3,274	3.2%		2.0%	65	3.5%	114	5.5%	2.0%	1.8%	3.8%	
16	1,474	3.7%		2.0%	29	3.9%	57	5.9%	2.0%	2.1%	4.1%	
17	407	4.4%		2.0%	8	4.1%	17	6.1%	2.0%	2.3%	4.3%	

Notes:

- 1) The results shown above include only lifetime pay policies (excludes single pay, 10 pay and paid-up at 65)
- 2) The "Actual Results" are the historical total policy termination rates observed by the Company.
- 3) The "Original Pricing Assumptions" are those assumptions originally used to price the product. The mortality assumptions are based on the 1983 GAM table.
The original ultimate lapse assumption reached 2.0% by duration 10.
- 4) The "Current Assumptions" are those used in the projection for the current rate filing. The mortality assumptions are based on the Annuity 2000 table projected to 2009 (Scale G 100% Male, 50% Female, no smoothing), with selection factors. The current assumed ultimate lapse rate is 2.0% starting in duration 9.
- 5) Experience is through December 31, 2020

Appendix D
CMFG Life Insurance Company
Policy Persistency Comparison
Nationwide Experience
2006 Product

Policy Duration Total Lives		Actual Results		Original Pricing Assumptions					Current Assumptions			
		Total Terminations		Lapse	Number of Expected Lapses	Mortality	Number of Expected Deaths	Total Terminations	Lapse	Mortality	Total Terminations	
1	16,921	6.2%		6.0%	1,015	0.1%	24	6.1%	6.0%	0.1%	6.1%	
2	15,877	4.1%		5.0%	794	0.2%	38	5.2%	4.0%	0.1%	4.1%	
3	15,231	2.7%		4.0%	609	0.4%	54	4.4%	3.0%	0.2%	3.2%	
4	14,818	2.4%		3.0%	445	0.5%	73	3.5%	2.0%	0.2%	2.2%	
5	14,460	2.2%		2.5%	362	0.7%	95	3.2%	2.0%	0.3%	2.3%	
6	14,135	2.1%		1.5%	212	0.8%	120	2.3%	1.5%	0.3%	1.8%	
7	13,834	1.9%		1.0%	138	1.1%	149	2.1%	1.5%	0.4%	1.9%	
8	13,576	2.0%		1.0%	136	1.3%	181	2.3%	1.5%	0.5%	2.0%	
9	13,301	2.0%		1.0%	133	1.6%	217	2.6%	2.0%	0.6%	2.6%	
10	13,019	2.7%		1.0%	130	1.8%	234	2.8%	2.0%	0.7%	2.7%	
11	8,371	3.0%		1.0%	84	2.0%	164	3.0%	2.0%	0.9%	2.9%	
12	4,526	3.0%		1.0%	45	2.2%	99	3.2%	2.0%	1.0%	3.0%	
13	1,377	2.2%		1.0%	14	2.4%	33	3.4%	2.0%	1.2%	3.2%	

Notes:

- 1) The results shown above include only lifetime pay policies (excludes single pay, 10 pay and paid-up at 65)
- 2) The "Actual Results" are the historical total policy termination rates observed by the Company.
- 3) The "Original Pricing Assumptions" are those assumptions originally used to price the product. The mortality assumptions are based on the 1994 GAM table, projected to 2006.
The original ultimate lapse assumption reached 1.0% by duration 7.
- 4) The "Current Assumptions" are those used in the projection for the current rate filing. The mortality assumptions are based on the Annuity 2000 table projected to 2009 (Scale G 100% Male, 50% Female, no smoothing), with selection factors. The current assumed ultimate lapse rate is 2.0% starting in duration 9.
- 5) Experience is through December 31, 2020



CMFG Life Insurance Company

Date

Policyholder name

Address

RE: Important Changes to Your <Partnership Approved> Long Term Care Insurance Policy

Policy Number: ____

Dear Policyholder:

CMFG Life Insurance Company (CMFG) will soon increase the premium on your Long Term Care policy. The purpose of this letter is to inform you of the rate increase and explain the options that are available to you. We encourage you to contact us toll free at 1.866.245.7133 if you have questions. Our business hours are Monday-Friday 7 a.m. to 7 p.m. CST; 8 a.m. to 8 p.m. EST.

The rate increase is necessary to ensure current and future claims are adequately funded, so that long term care benefits will be available to you when you need them. The Company filed a request for a rate increase to the <State> Department of Insurance and provided justification to the Commissioner that satisfies current state laws. <A rate increase of ____% will be applied to your policy>.

This increase will be applied to all state policyholders that have the same policy form. No policyholder is ever singled out to receive a rate increase that is higher or lower than other policyholders in the same rating class. We know how important your long term care coverage is to you and understand that this premium increase may make it more difficult to continue your current level of coverage. We do not take this action lightly.

When will my premium change and what will my new premium be?

- Your premium will change on <Premium Due Date>.
- Your new premium will increase from <Old Premium Amount> to <New Premium Amount> per <Billing Mode> based on your current benefits.
- If your policy is currently on claim and your premiums are being waived, the premium increase will have no impact on you at this time. You will have to pay the increased premium only after you return to a premium paying status.

What are my options?

We recognize that raising premiums will impact individual policyholders in different ways. As such, there are options that you may consider at this time:

1. Continue current level of coverage: Keep your exact coverage without any changes and the new premium will take effect on the date indicated above.

2. Adjust your coverage: You may consider reducing the level of coverage to make premiums more affordable. The policy change request at the end of this letter lists some of the policy adjustments that are available as an alternative to the current plan, while still maintaining essential coverage. (Note that all options may not be of equal value. <Some benefit reduction options may result in a loss in partnership status, if applicable, and may reduce policyholder protections.>)

3. Elect the Contingent Benefit Upon Lapse Option (CBUL). The CBUL option allows you to continue your policy automatically after lapse without further premium payments and with the same level of benefits

except for a reduction in your Maximum Benefit and termination of certain policy riders. Please refer to the termination provision in any riders purchased with your policy. You will be eligible for this coverage if your Policy lapses within 120 days of the rate increase.

<4. Continue your coverage under the Nonforfeiture Benefit Rider if included on your policy: This rider allows you to stop paying premium at any time and continue your coverage with the same level of benefits except for a reduction in your Maximum Benefit and termination of certain policy riders. Please refer to the termination provision in any riders purchased with your policy.>

Please carefully evaluate your situation and your current coverage needs before choosing any of the above options.

Premium Increase History

CMFG Life sold Long Term Care insurance between 1992 and 2010. CMFG Life no longer offers new Long Term Care insurance policies or increases to existing coverage. The following is CMFG Life's history with respect to adjusting premium rates on our Long Term Care insurance products.

Base Policy Form	Years Available	Year of Increase	Increase Range
5701	1992 – 1999	Annually from 2011-<2017>	1.5% - <75%>
97-LTC-HHC1	1997 – 2004	Annually from 2011-<2018>	1.5% - <75%>
2002-LTC-FAC	2002 – 2008	Annually from 2011-<2020>	1.5% - <150%>
2006-LTC-COMP	2006 – 2010	Annually from 2011-<2020>	1.5% - <125%>

Your policy is guaranteed renewable. This means you have the right, subject to the terms of your Policy, to continue this Policy as long as you pay your premiums on time. However, premium rates may be increased under certain conditions. The need for rate increases is related to expected future experience and not economic conditions.

Next Steps

There is nothing you need to do if you want to continue your current coverage other than pay your new premium when due. If you want to change your benefits before the effective date of the increase, you must complete and return the policy change request below within 45 days from the date of this letter. If your policy lapses and we do not hear from you, your coverage will be continued automatically under the CBUL option.

We value your business and want to thank you for choosing CMFG Life to provide your long term care coverage. We are committed to ensuring that your long term care insurance benefits are there when you need them.

Sincerely,

Long Term Care Services
CMFG Life Insurance Company

CMFG Life Insurance Company
Statement of Variability
Policyholder Notice: 02 06 2020 0401 STD

<p>Third sentence of paragraph two:</p> <p><A rate increase of ____% will be applied to your policy>.</p>	<p>The third sentence in paragraph two may be replaced with one of the following paragraphs:</p> <p>1st of 2 rate increases: An overall rate increase of ____% will be applied to your policy. This increase will be implemented over a two-year period. This letter is notification of the first increase of ____% that will occur on the date shown below. A second rate increase of an additional ____% will occur one year after the first rate increase. We will notify you at least 60 days before the second premium rate increase occurs.</p> <p>2nd of 2 rate increases: An overall rate increase of ____% will be applied to your policy. This increase will be implemented over a two-year period. The first increase of ____% occurred one year ago. This letter is notification of the second increase of ____% that will occur on the date shown below.</p> <p>1st of 3 rate increases: An overall rate increase of ____% will be applied to your policy. This increase will be implemented over a three-year period. This letter is notification of the first increase of ____% that will occur on the date shown below. A second rate increase of an additional ____% and third rate increase of an additional ____% will occur one year and two years, respectively, after the first rate increase. We will notify you at least 60 days before the second premium rate increase occurs.</p> <p>2nd of 3 rate increases: An overall rate increase of ____% will be applied to your policy. This increase will be implemented over a three-year period. The first increase of ____% occurred one year ago. This letter is notification of the second increase of ____% that will occur on the date shown below. We will notify you at least 60 days before the third premium rate increase occurs.</p> <p>3rd of 3 rate increases: An overall rate increase of ____% will be applied to your policy. This increase will be implemented over a three-year period. The first increase of ____% occurred two years ago and the second increase of ____% occurred one year ago. This letter is notification of the third increase of ____% that will occur on the date shown below.</p>
--	---



CUNA MUTUAL GROUP

CMFG Life Insurance Company

P.O. Box 61 • 2000 Heritage Way
Waverly, IA 50677-0061
Phone: 800.779.5433

[December 1, 2019]

POLICY CHANGE REQUEST FOR LONG TERM CARE RATE INCREASES

Insured's Name: [John Doe]

Policy Number: [123456789]

Effective on [Premium Due Date], your total [Billing Mode] premium will increase to \$[New Premium Amount]. If you wish to reduce the impact of this rate increase, you may request a policy change.

Please submit your request to us within 45 days from the date of this letter to ensure that the policy change is applied before the rate increase effective date. **Note that all options may not be of equal value** [and some benefit reduction options may result in a loss in partnership status that may reduce policyholder protections].

Policy Change (Check Only One)	Current Benefit	New Benefit	New [Billing Mode] Premium as of [Premium Due Date]
<input type="checkbox"/> Change my premium payment mode	[]	[]	\$[]
<input type="checkbox"/> Reduce Benefit Maximum	\$[]	\$[]	\$[]
<input type="checkbox"/> Reduce Benefit Period	[]	[]	\$[]
<input type="checkbox"/> Reduce Home Care percentage	[]%	[]%	\$[]
<input type="checkbox"/> Increase Elimination Period	[]	[]	\$[]
<input type="checkbox"/> Remove Inflation Protection Rider and Freeze Benefit Maximum	\$[]	\$[]	\$[]
<input type="checkbox"/> Remove Inflation Protection Rider and Return to Original Benefit Maximum	\$[]	\$[]	\$[]
<input type="checkbox"/> Remove [] Rider			\$[]

Contact us toll free at [1.866.245.7133] if you would like to investigate additional policy change options or wish to make a combination of changes to reduce your premium.

Please note that the above premium rates are for the rate increase period effective on [Premium Due Date]. Quoted amounts are as of the date indicated above and do not reflect additional rate increases or policy change activity that may occur in the future. Your actual premium may be different due to rounding.

Signature of Insured: _____ Date Signed: _____

Return this request to:
2019-LTC-CHANGE

CMFG Life Insurance Company, c/o Long Term Care Services, PO Box 12546, Pensacola FL 32591-2546

CMFG Life Insurance Company
Statement of Variability
Policyholder Notice: 2019-LTC-CHANGE

Variable	Explanation
Company Logo, Company Address and Telephone Number	Allows for future changes to our logo. Logo may also be removed. The company's address has been bracketed as variable to allow for future address changes.
Insured, Policy Number, Premium Due Date, New Premium Amount	Specific to each policy issued.
Billing Mode	Any of the following may print (without the bullets): <ul style="list-style-type: none"> • Annual • Semi-Annual • Quarterly • Quarterly ACH • Quarterly-CU Discount • Monthly • Monthly ACH • Semi-Monthly • Bi-Weekly
Policy Change (Check Only One)	This is a dynamic table. Only the rows applicable to the insured's policy will appear (without the bullets): <ul style="list-style-type: none"> • Change my premium payment mode • Reduce Benefit Maximum • Reduce Benefit Period • Reduce Home Care percentage • Increase Elimination Period • Remove Inflation Protection Rider and Freeze Benefit Maximum • Remove Inflation Protection Rider and Return to Original Benefit Maximum • Remove [] Rider
Change my premium payment mode	Any of the following may print under Current Benefit and New Benefit (without the bullets): <ul style="list-style-type: none"> • Annual • Semi-Annual • Quarterly • Quarterly ACH • Quarterly-CU Discount • Monthly • Monthly ACH • Semi-Monthly • Bi-Weekly
Reduce Benefit Maximum	An amount within the following ranges may print under Current Benefit and New Benefit (without the bullets): <ul style="list-style-type: none"> • \$50-\$500 per day • \$1,500-\$15,000 per month

Reduce Benefit Period	Any of the following may print under Current Benefit and New Benefit (without the bullets): <ul style="list-style-type: none"> • 1 year • 2 years • 3 years • 4 years • 5 years • 6 years • Lifetime •
Reduce Home Care Percentage	Any of the following may print under Current Benefit and New Benefit (without the bullets): <ul style="list-style-type: none"> • 0% • 50% • 75% • 100% • 125% • 150% • 200%
Increase Elimination Period	Any of the following may print under Current Benefit and New Benefit (without the bullets): <ul style="list-style-type: none"> • 0 days • 10 days • 20 days • 30 days • 60 days • 90 days • 100 days • 180 days
Remove Inflation Protection Rider and Freeze Benefit Maximum	An amount specific to each policy issued may appear under Current Benefit and New Benefit.
Remove Inflation Protection Rider and Return to Original Benefit Maximum	An amount specific to each policy issued may appear under Current Benefit and New Benefit.
Remove [] Rider	Any of the following may print under Current Benefit and New Benefit (without the bullets): <ul style="list-style-type: none"> • Restoration of Maximum Benefit • Nonforfeiture Benefit • Refund of Premium at Death • Return of Premium at Death prior to age 70 • Refund of Premium at Death prior to age 75 • Shared Extended Expense • Home and Community Care 10 Day Elimination Period • Spouse or Partner Waiver of Premium at Death • Living at Home • Nursing Facility Care
1.866.245.7133	To allow for future telephone number updates.
New [Billing Mode] Premium as of	Specific to each policy issued.

[Premium Due Date]	
Return this request to:	Address has been bracketed as variable to allow for future address change.